

2002
DSM ACTIVITIES
PROGRAM YEAR
Jan. 1, 2002 - Dec. 31, 2002

| FITCHBURG GAS & ELECTRIC LIGHT COMPANY ELECTRIC DSM PROGRAMS | Jan-02 | Feb-02 | Mar-02 | Apr-02 | May-02 | Jun-02 | Jul-02 | Aug-02 | Sep-02 | Oct-02 | Nov-02 | Dec-02 | Totals:Program Year to Date |
|--|------------|------------|--------------|-------------|-------------|-------------|--------------|--------------|------------|--------|------------|---------|--------------------------------|
| | | | | | | | | | | | | | |
| SMALL COMMERCIAL & INDUSTRIAL PROGRAM G-1 NUMBER OF PARTICIPANTS: INCREMENTAL CAPACITY SAVINGS(KW) TOTAL ANNUAL ENERGY SAVINGS(KWH) ADDITIONAL CONTRACTORS COST: G-1 REBATE AMOUNT:G-1;G-6 | | | | | | | | | | | | | |
| | | G-1 | G-1 | G-1 | G-1 | G-1 | G-1 | G-1 | G-1 | G-1 | G-1 | G-1 | 0 |
| | | | | | | | | | | | | | 0 |
| | | | | | | | | | | | | | 0 |
| | | | | | | | | | | | | | 0 |
| | | | | | | | | | | | | | \$0.00 |
| SMALL COMMERCIAL & INDUSTRIAL PROGRAM G-2 NUMBER OF PARTICIPANTS: INCREMENTAL CAPACITY SAVINGS(KW) TOTAL ANNUAL ENERGY SAVINGS(KWH) ADDITIONAL CONTRACTORS COST: G-2 REBATE AMOUNT:G-2;G-4 | | | | | | | | | | | | | |
| | G-2 | G-2 | G-2 | G-2 | G-2 | G-2 | G-2 | G-2 | G-2 | G-2 | G-2 | G-2 | 9 |
| | 1 | | 2 | 2 | | 1 | 2 | | 1 | | | | 45.37 |
| | 4.15 | 11.66 | 11.66 | 16.03 | 6.14 | 6.14 | 4.99 | 2.4 | 17.891 | | | | 167,772 |
| | 3,227 | 31,438 | 31,438 | 75,266 | 19,160 | 19,160 | 20,790 | | | | | | 0.00 |
| | \$1,380.00 | \$8,434.86 | \$8,434.86 | \$22,520.03 | \$1,533.00 | \$1,533.00 | \$2,280.61 | | \$278.18 | | | | \$36,426.68 |
| COMPREHENSIVE EFFICIENCY PROGRAM G-2 NUMBER OF PARTICIPANTS: INCREMENTAL CAPACITY SAVINGS(KW) TOTAL ANNUAL ENERGY SAVINGS(KWH) PROJECT COST: INCREMENTAL CUSTOMER COST: CUSTOMER COST: AUDITS AND/OR ENGINEERING SERVICES G-2 MOTOR REBATE PARTICIPANTS MOTOR SAVINGS:(KWH) MOTOR REBATES REBATE AMOUNT:G-2;G-4 | | | | | | | | | | | | | |
| | G-2 | G-2 | G-2 | G-2 | G-2 | G-2 | G-2 | G-2 | G-2 | G-2 | G-2 | G-2 | 8 |
| | | | 3 | 1 | | 1 | 1 | | 1 | | 1 | | 53.83 |
| | | | 22.93 | 5.00 | 16.20 | 16.20 | 3.90 | 4.80 | 19,280 | | 4.80 | | 188,193.00 |
| | | | 84,272 | 20,040 | 44,417 | 44,417 | 12,384 | 19,280 | \$9,990.00 | | \$5,100.00 | | \$161,978.75 |
| | | | \$109,378.00 | \$10,075.91 | \$20,240.00 | \$20,240.00 | \$9,990.00 | \$7,194.84 | \$3,597.42 | | \$2,591.25 | | \$7,417.92 |
| | | | \$3,820.50 | \$5,037.95 | \$10,120.00 | \$10,120.00 | \$4,995.00 | \$3,597.42 | \$0.00 | | \$0.00 | | \$120,191.12 |
| | | | \$93,849.50 | | | | | | | | | | 0 |
| | | | | | | | | | | | | | 0.00 |
| | | | | | | | | | | | | | 0.00 |
| | | | | | | | | | | | | | \$41,787.63 |
| COMPREHENSIVE EFFICIENCY PROGRAM G-3 NUMBER OF PARTICIPANTS: INCREMENTAL CAPACITY SAVINGS(KW) ANNUAL ON-PEAK ENERGY SAVINGS(KWH) ANNUAL OFF-PEAK ENERGY SAVINGS(KWH) TOTAL ANNUAL ENERGY SAVINGS(KWH) PROJECT COST: INCREMENTAL CUSTOMER COST: CUSTOMER COST: AUDITS AND/OR ENGINEERING SERVICES G-3 MOTOR REBATE PARTICIPANTS MOTOR SAVINGS:(KWH) MOTOR REBATES REBATE AMOUNT: G-3 | | | | | | | | | | | | | |
| | G-3 | G-3 | G-3 | G-3 | G-3 | G-3 | G-3 | G-3 | G-3 | G-3 | G-3 | G-3 | 8 |
| | | | 1 | 1 | | | | | | | 1 | 2 | 213.97 |
| | | | 3.5 | 27.0 | | | 106.5 | 67.4 | 262,743 | | 2.0 | 823,896 | 823,896 |
| | | | 13,720 | 105,300 | | | 401,846 | 319,556 | 700,962 | | 10,725 | | 700,962 |
| | | | 20,580 | 127,980 | | | 216,378 | 582,299 | | | 550 | | 1,524,858 |
| | | | 34,300 | 233,280 | | | 618,224 | \$323,540.00 | | | 11,275 | | \$517,688.00 |
| | 0 | | \$25,678.00 | \$12,740.00 | | | \$150,770.00 | \$51,441.00 | | | \$6,585.00 | | \$67,301.00 |
| | | | \$6,240.00 | \$25,678.00 | | | \$96,209.00 | \$41,980.00 | | | \$3,292.50 | | \$143,919.00 |
| | | | \$3,120.00 | \$12,740.00 | | | | | | | | | \$0.00 |
| | | | | | | | | | | | | | 0 |
| | | | | | | | | | | | | | 0 |
| | | | | | | | | | | | | | \$0.00 |
| | | | | | | | | | | | | | \$0.00 |
| | | | | | | | | | | | | | \$169,770.00 |

| Small C&I | | CEP | |
|-----------|-------------|-----------|---------------|
| SC&I G1 | 0 (1) | CEP G2 | 188,193 (3) |
| SC&I G2 | 167,772 (2) | CEP G3 | 0 (4) |
| | 167,772 | Motors G2 | 1,524,858 (5) |
| | | Motors G3 | 0 (6) |
| | | | 1,713,051 |

MOTORS PRESENTATIONS

Docket D.T.E. 03-26, Exhibit D.T.E. 1-7b
Commercial & Industrial 2002
Motor Up 1

LOCATION
↓

GREEN

+ 2
That
Attended
The
Swansey
Presentation
= 7 Total
Distinct
FG & B
Customer
Attendees

| | | | | | |
|---------------------------|----------------|-------------------|----------------------|---------------|----|
| Applied Dynamics-Brickers | Greenfield, MA | Robert Dusza | 125 Spring Street | Manchester | CT |
| Applied Dynamics-Brickers | Greenfield, MA | Scott Simard | 125 Spring Street | Manchester | CT |
| Applied Dynamics-Brickers | Greenfield, MA | Tom Moran | 580 Main Street | Keene | NH |
| Applied Dynamics-Brickers | Greenfield, MA | Wally Recor | Power Plant building | Amherst | MA |
| Applied Dynamics-Brickers | Greenfield, MA | Walter Penczar | 26 Sanderson St | Greenfield | MA |
| Applied Dynamics-Unitil | Fitchburg, MA | Dan Bosworth | 444 Green Street | Gardner | MA |
| Applied Dynamics-Unitil | Fitchburg, MA | Norman Boudreau | 444 Green Street | Gardner | MA |
| Applied Dynamics-Unitil | Fitchburg, MA | Rick Donovan | 2 Rowtier Drive | Westminster | MA |
| Applied Dynamics-Unitil | Fitchburg, MA | Rob Pothier | 28 Dupont Circle | Leominster | MA |
| Applied Dynamics-Unitil | Fitchburg, MA | Vic Burnish | 27 Nashua Street | Leominster | MA |
| Associated Electro | West | Brian Byczko | 200 South Water | Holyoke | MA |
| Associated Electro | West | Chris Geoffrion | 730 Worcester Street | Springfield | MA |
| Associated Electro | West | Dean A. Dandy | 759 Chestnut Street | Springfield | MA |
| Associated Electro | West | Gary Brisbois | 730 Worcester Street | Springfield | MA |
| Associated Electro | West | Joe Bourque | 200 South Water | Holyoke | MA |
| Associated Electro | West | Joe Murphy | 759 Chestnut Street | Springfield | MA |
| Associated Electro | West | John Pulaski | 25 Bacon Road | Enfield | CT |
| Associated Electro | West | Stephen Patuano | 80 Medina Street | Chicopee | MA |
| Associated Electro | West | Tim Presz | 730 Worcester Street | Springfield | MA |
| Associated Electro | West | Walt Laizer | 200 South Water | Holyoke | MA |
| Baystate Electric | N. Andover, | Dennis Bedrosian | 420 Great Pond Road. | North Andover | MA |
| Baystate Electric | N. Andover, | George Samataro | 9 Osgood Street | Lawrence | MA |
| Baystate Electric | N. Andover, | Lloyd Bowser | 2 5th Street | Peabody | MA |
| Baystate Electric | N. Andover, | Richard Ingalls | 45 Washington Street | Methuen | MA |
| Baystate Electric | N. Andover, | Rick Lizotte | 131 Amesbury Road | Haverhill | MA |
| Baystate Electric | N. Andover, | Youssef Issa | 420 Great Pond Road | North Andover | MA |
| Cascade Diamond | Thorndike, MA | Brett Napierata | 185 Rowland Street | Springfield | MA |
| Cascade Diamond | Thorndike, MA | Moe Berthaume | 445 Church Street | Thorndike | MA |
| Cascade Diamond | Thorndike, MA | Morton Hazzard | 445 Church St | Thorndike | MA |
| Eastern Bearing | Worcester, MA | Anders Kowanen | 50 Hall Road | Sturbridge | MA |
| Eastern Bearing | Worcester, MA | Dave Chapdelaine | 50 Hall Road | Sturbridge | MA |
| Eastern Bearing | Worcester, MA | George Babineau | 50 Hall Road | Sturbridge | MA |
| Eastern Bearing | Worcester, MA | Ken Erickson | 50 Hall Road | Sturbridge | MA |
| Eastern Bearing | Worcester, MA | Steve Gemobski | 50 Hall Road | Sturbridge | MA |
| Hights Electric | Hightstown, | Bill Hudzik | US Rt 1 & Aaron Rd / | North | NJ |
| Hights Electric | Hightstown, | Charles Skeenes | 33-79 Thunder Road | McQuire | NJ |
| Hights Electric | Hightstown, | Cheryl Orr | 1299 Old freehold | Thomas River | NJ |
| Hights Electric | Hightstown, | Chris Harrison | 20 Abeel Rd | Cranbury | NJ |
| Hights Electric | Hightstown, | Dave Dunn | 7 Knoll Drive | Yardley | PA |
| Hights Electric | Hightstown, | Ed Murray | 1299 Old freehold | Thomas River | NJ |
| Hights Electric | Hightstown, | Eric Wacholman | Elm Drive | Princeton | NJ |
| Hights Electric | Hightstown, | Irv Smith | 27 Wallace Road | Princeton | NJ |
| Hights Electric | Hightstown, | John Randozzo | 405 Burnt Hill Road | Skillman | NJ |
| Hights Electric | Hightstown, | John Schwager | 156 Stockton Street | Hightstown | NJ |
| Hights Electric | Hightstown, | Joseph Genovese | 349 Princeton- | Cranbury | NJ |
| Hights Electric | Hightstown, | Lawrence Ofsarles | 45 Prodelin Road | Englishtown | NJ |
| Hights Electric | Hightstown, | Lew Errico | 82 Beechwod | Trenton | NJ |

| Presentation Name | Presentation | Contact Name | Address | City | St |
|---------------------------|----------------|-------------------|---------------------|--------------|----|
| 2002 Schulz Electric | New Haven, | Art Peters | 50 Ives Pl | New Haven | CT |
| 2002 Schulz Electric | New Haven, | Charles Footit | 60 Sargent Drive | New Haven | CT |
| 2002 Schulz Electric | New Haven, | Dean Desmoraes | 205 Munan Rd | Putnam | CT |
| 2002 Schulz Electric | New Haven, | Donald Geisslor | 30 Gando Dr | New Haven | CT |
| 2002 Schulz Electric | New Haven, | Eugene Hinds | 756 E 169 St | New York | NY |
| 2002 Schulz Electric | New Haven, | Hayden Wilbur | PO Box 218 | East Hampton | CT |
| 2002 Schulz Electric | New Haven, | Jared Griffiths | 205 Munan Rd | Putnam | CT |
| 2002 Schulz Electric | New Haven, | Joey May | 30 Gando Dr | New Haven | CT |
| 2002 Schulz Electric | New Haven, | John Duran | 30 Gando Dr | New Haven | CT |
| 2002 Schulz Electric | New Haven, | Kevin Paine | 205 Munan Rd | Putnam | CT |
| 2002 Schulz Electric | New Haven, | Mark Hothowski | 30 Gando Dr | New Haven | CT |
| 2002 Schulz Electric | New Haven, | Michael Demanche | 600 Day Hill Rd | Windsor | CT |
| 2002 Schulz Electric | New Haven, | Michelle LaMoine | 157 Church St 1-6B | New Haven | CT |
| 2002 Schulz Electric | New Haven, | Ray Viens | 205 Munan Rd | Putnam | CT |
| 2002 Schulz Electric | New Haven, | Raymond Gibeault | 600 Day Hill Rd | Windsor | CT |
| 2002 Schulz Electric | New Haven, | Scott Clayton | PO Box 218 | East Hampton | CT |
| 2002 Schulz Electric | New Haven, | Scott Letendre | 205 Munan Rd | Putnam | CT |
| 2002 Schulz Electric | New Haven, | Steve Jordan | 205 Munan Rd | Putnam | CT |
| 2002 Schulz Electric | New Haven, | Terrence | 34 Bolton St | Bozrah | CT |
| AFE-Electrical Supply & | Berkshire, MA | Andre St. Pierre | 30 South Street | Dalton | MA |
| AFE-Electrical Supply & | Berkshire, MA | Brian Murphy | 1333 Heritage Drive | Glastonbury | CT |
| AFE-Electrical Supply & | Berkshire, MA | Dennis Croughwell | 30 South Street | Dalton | MA |
| AFE-Electrical Supply & | Berkshire, MA | James Maroni | 39 Elmvale Place | Pittsfield | MA |
| AFE-Electrical Supply & | Berkshire, MA | Jerry Lewis | 260 Columbia Street | Adams | MA |
| AFE-Electrical Supply & | Berkshire, MA | Jim Dimanche | 55 Spring Street | Pittsfield | MA |
| AFE-Electrical Supply & | Berkshire, MA | Michael Dobiski | 59 Glenn Drive | Pittsfield | MA |
| AFE-Electrical Supply & | Berkshire, MA | Mike Pereira | 225 South Street | Williamstown | MA |
| AFE-Electrical Supply & | Berkshire, MA | Paul Smith | 55 Spring Street | Pittsfield | MA |
| AFE-Electrical Supply & | Berkshire, MA | Rex Channell | 85 Hawthorne Ave | Pittsfield | MA |
| AFE-Electrical Supply & | Berkshire, MA | Richard French | 85 Hawthorne Ave | Pittsfield | MA |
| AFE-Electrical Supply & | Berkshire, MA | Tom Laurens | 61 Depot Road | Dalton | MA |
| Applied Dynamics-Brickers | Greenfield, MA | Ace Robrach | 35 Butternut Street | Greenfield | MA |
| Applied Dynamics-Brickers | Greenfield, MA | Alain Michaud | 161 Wellington Rd | Brattleboro | VT |
| Applied Dynamics-Brickers | Greenfield, MA | Ben Caron | Power Plant | Amherst | MA |
| Applied Dynamics-Brickers | Greenfield, MA | Bill Nebehski | Old Putney Road | Brattleboro | VT |
| Applied Dynamics-Brickers | Greenfield, MA | Bill Primmer | 260 Columbia Street | Adams | MA |
| Applied Dynamics-Brickers | Greenfield, MA | Chris Gougen | 161 Wellington Road | Brattleboro | VT |
| Applied Dynamics-Brickers | Greenfield, MA | Chris Houle | 44 Black Brook Road | Keene | NH |
| Applied Dynamics-Brickers | Greenfield, MA | Dan O'Shea | 1515 Granville road | Westfield | MA |
| Applied Dynamics-Brickers | Greenfield, MA | Gary Kuchyt | 60 Memorial Drive | Springfield | MA |
| Applied Dynamics-Brickers | Greenfield, MA | Jim Appleton | 60 Memorial Drive | Springfield | MA |
| Applied Dynamics-Brickers | Greenfield, MA | John Venske | P.O.Box 547 | Keene | NH |
| Applied Dynamics-Brickers | Greenfield, MA | Michael Emond | 120 Thrall Road | Manchester | CT |
| Applied Dynamics-Brickers | Greenfield, MA | Mitch Kowalski | 30 Locust St | Northampton | MA |
| Applied Dynamics-Brickers | Greenfield, MA | Paul Lesure | 260 Columbia Street | Adams | MA |
| Applied Dynamics-Brickers | Greenfield, MA | Rick McNaulty | 22 Mt. Dumplin Road | Palmer | MA |

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|-------------------------|-------------|-----------------|------------------------|-----------------|----|
| Hights Electric | Hightstown, | Michael Brooks, | 880 Alexander Road | Princeton | NJ |
| Hights Electric | Hightstown, | Michael Mazzoia | 1299 Old freehold | Thomas River | NJ |
| Hights Electric | Hightstown, | Mike Yannick | 423 Buckelew Avenue | Monroe TWP | NJ |
| Hights Electric | Hightstown, | Pat Gallagher | 14 Port Street | Newark | NJ |
| Hights Electric | Hightstown, | Peter Amderson | 34 Englehard Dr | Monroe | NJ |
| Hights Electric | Hightstown, | Peter Zammil | 20 Abeel Rd | Cranbury | NJ |
| Hights Electric | Hightstown, | Raymond | 33-79 Thunder Road | McQuire | NJ |
| Hights Electric | Hightstown, | Robert Hainz | 901 West Main street | Freehold | NJ |
| Hights Electric | Hightstown, | Scott Stahl | 100 College Road | Princeton | NJ |
| Hights Electric | Hightstown, | Tim Robbin | 3610 Clear Spring | Ben Salem | PA |
| Hights Electric | Hightstown, | Tom Hoelling | 100 College Road | Princeton | NJ |
| Hights Electric | Hightstown, | Velid Nalic | Forestal - Princeton | Princeton | NJ |
| Hights Electric | Hightstown, | William Hudzik | 199 Grandview Road, | Skillman | NJ |
| Industrial Pump & Motor | Swansea, MA | Alan Charette | 1375 Pontiac Avenue | Cranston | RI |
| Industrial Pump & Motor | Swansea, MA | Alan Plant | Custom Ball Facility | New Bedford | MA |
| Industrial Pump & Motor | Swansea, MA | Bob Amarin | One Compass Place | New Bedford | MA |
| Industrial Pump & Motor | Swansea, MA | Bob Bernard | 1201 Douglas Pike | Smithfield | RI |
| Industrial Pump & Motor | Swansea, MA | Bob Burns | 57 John L. Dietsch | North Attleboro | MA |
| Industrial Pump & Motor | Swansea, MA | Bob Poznick | 87 Hayward Rd | Acton | MA |
| Industrial Pump & Motor | Swansea, MA | Brian Westgate | 50 Welby Rd | New Bedford | MA |
| Industrial Pump & Motor | Swansea, MA | Bryan Foley | 61 John Vertente Blvd. | New Bedford | MA |
| Industrial Pump & Motor | Swansea, MA | Charles Goguen | One Main Street | Cambridge | MA |
| Industrial Pump & Motor | Swansea, MA | Clint Ferguson | 57 John L. Dietsch | North Attleboro | MA |
| Industrial Pump & Motor | Swansea, MA | Dan Bundren | 700 Wilbur Ave | Swansea | MA |
| Industrial Pump & Motor | Swansea, MA | Dan Cantin | 2045 G A R Highway | Swansea | MA |
| Industrial Pump & Motor | Swansea, MA | Daniel Bunting | 718 Main Street | Fitchburg | MA |
| Industrial Pump & Motor | Swansea, MA | Daniel Meadows | 6 Tony's Lane | Wareham | MA |
| Industrial Pump & Motor | Swansea, MA | Danny Hughes | 100 Technology Way | Smithfield | RI |
| Industrial Pump & Motor | Swansea, MA | Dave Chaban | 87 Hayward Rd | Acton | MA |
| Industrial Pump & Motor | Swansea, MA | Dave Cournoyer | 102 Campbell Avenue | East | RI |
| Industrial Pump & Motor | Swansea, MA | David Wolfe | 43 Hammond St | Worcester | MA |
| Industrial Pump & Motor | Swansea, MA | Dennis L'Homme | 718 Main Street | Fitchburg | MA |
| Industrial Pump & Motor | Swansea, MA | Dennis Nolan | 43 Forest Street | Attleboro | MA |
| Industrial Pump & Motor | Swansea, MA | Derek Wheeler | 34 Forest St | Attleboro | MA |
| Industrial Pump & Motor | Swansea, MA | Dewey Misturado | 132 Sykes Road | Fall River | MA |
| Industrial Pump & Motor | Swansea, MA | Dwight McCombe | P.O. Box 50177 | New Bedford | MA |
| Industrial Pump & Motor | Swansea, MA | Eben Dorr | Portsmouth Industrial | Portsmouth | NH |
| Industrial Pump & Motor | Swansea, MA | Ed Coulet | P.O.Box 1300 | Attleboro Falls | MA |
| Industrial Pump & Motor | Swansea, MA | Ed Lundstrom | 1 Crest Avenue | Riverside | RI |
| Industrial Pump & Motor | Swansea, MA | Edward Engleson | 617 Bearses Way | Hyannis | MA |
| Industrial Pump & Motor | Swansea, MA | Edward Gonet | P.O. Box 50177 | New Bedford | MA |
| Industrial Pump & Motor | Swansea, MA | Eric Joubert | P.O. Box 50177 | New Bedford | MA |
| Industrial Pump & Motor | Swansea, MA | Erik Crosby | 126 River Road | Newington | NH |
| Industrial Pump & Motor | Swansea, MA | Ernest Gerundio | 1375 Pontiac Avneue | Cranston | RI |
| Industrial Pump & Motor | Swansea, MA | Fred Diez | 102 Campbell Avenue | East | RI |
| Industrial Pump & Motor | Swansea, MA | Gary Ballou | 20 Esmond Mill Drive | Esmond | RI |
| Industrial Pump & Motor | Swansea, MA | Gary Farias | Forest Hill | Cumberland | RI |

Docket D.T.E. 03-26, Exhibit D.T.E. 1-7b
Commercial & Industrial 2002
Motor Up 1

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|-------------------------|-------------|-------------------|-----------------------|-----------------|----|
| Industrial Pump & Motor | Swansea, MA | Gary Murill | 587 Rear Summer St | Rockland | MA |
| Industrial Pump & Motor | Swansea, MA | Gary Pavao | 238 South Main St | Assonet | MA |
| Industrial Pump & Motor | Swansea, MA | Gordon Robbins | P.O.Box 290 | West | MA |
| Industrial Pump & Motor | Swansea, MA | Gunther Llic | 77 Park Street | Attleboro | MA |
| Industrial Pump & Motor | Swansea, MA | J. Michael | 192 Walker Street | Swansea | MA |
| Industrial Pump & Motor | Swansea, MA | James Furtado | 700 Wilbur Ave | Swansea | MA |
| Industrial Pump & Motor | Swansea, MA | James Madigan | 7 Main Street | Whitinsville | MA |
| Industrial Pump & Motor | Swansea, MA | Jay Fredette | 50 Welby Rd | New Bedford | MA |
| Industrial Pump & Motor | Swansea, MA | Jeff Stone | 1800 Highland Avenue | Fall River | MA |
| Industrial Pump & Motor | Swansea, MA | Jim Perl | Portsmouth Industrial | Portsmouth | NH |
| Industrial Pump & Motor | Swansea, MA | John Harkins | 1515 Hancock Street | Quincy | MA |
| Industrial Pump & Motor | Swansea, MA | John Morin | 617 Bearses Way | Hyannis | MA |
| Industrial Pump & Motor | Swansea, MA | John Schupp | 5 Wellington Rd | Lincoln | RI |
| Industrial Pump & Motor | Swansea, MA | John Swanson | 20 Esmond Mill Drive | Esmond | RI |
| Industrial Pump & Motor | Swansea, MA | Josh Beal | 126 River Road | Newington | NH |
| Industrial Pump & Motor | Swansea, MA | Juan Maldonado | 8 Abbott Park Place | Providence | RI |
| Industrial Pump & Motor | Swansea, MA | Ken Couture | 235 Kilvert St | Warwick | RI |
| Industrial Pump & Motor | Swansea, MA | Ken Henrique | 102 Campbell Avenue | East | RI |
| Industrial Pump & Motor | Swansea, MA | Ken Knowles | 144 Allens Avenue | Providence | RI |
| Industrial Pump & Motor | Swansea, MA | Ken Nascimento | 225 Douglass St | Portland | ME |
| Industrial Pump & Motor | Swansea, MA | Kevin Brown | P.O.Box 2254 | Providence | RI |
| Industrial Pump & Motor | Swansea, MA | Kevin Griffith | P.O.Box 6820 | Clearwater | FL |
| Industrial Pump & Motor | Swansea, MA | Kevin Stoddard | 5 Wellington Rd | Lincoln | RI |
| Industrial Pump & Motor | Swansea, MA | Kevin Ventura | 1 Pontiac Avenue | West Warwick | RI |
| Industrial Pump & Motor | Swansea, MA | Lawrence Palmer | 225 Theodore-Rice | New Bedford | MA |
| Industrial Pump & Motor | Swansea, MA | Lynne Chappell | 37 William S. Canning | Tiverton | RI |
| Industrial Pump & Motor | Swansea, MA | Manny Botelho | One Main Street | Cambridge | MA |
| Industrial Pump & Motor | Swansea, MA | Marcel Trahan | P.O. Box 50177 | New Bedford | MA |
| Industrial Pump & Motor | Swansea, MA | Mark Phaneuf | 759 Russells-Mills Rd | S. Dartmouth | MA |
| Industrial Pump & Motor | Swansea, MA | Mark Watson | 7 Main Street | Whitinsville | MA |
| Industrial Pump & Motor | Swansea, MA | Matt Boyd | P.O.Box 67 | Lincoln | NH |
| Industrial Pump & Motor | Swansea, MA | Matthew Ferris | 48 Leona Drive | Middleboro | MA |
| Industrial Pump & Motor | Swansea, MA | Michael Bacon | 700 Wilbur Ave | Swansea | MA |
| Industrial Pump & Motor | Swansea, MA | Michael Cosgrove | 285 Cory's Lane | Portsmouth | RI |
| Industrial Pump & Motor | Swansea, MA | Michael Cusson | 285 Cory's Lane | Portsmouth | RI |
| Industrial Pump & Motor | Swansea, MA | Mike Alvarado | 25 Case Street | Southbridge | MA |
| Industrial Pump & Motor | Swansea, MA | Mike Hopp | 301 Harborside Blvd. | Providence | RI |
| Industrial Pump & Motor | Swansea, MA | Mike Meagher | 1 Pontiac Avenue | West Warwick | RI |
| Industrial Pump & Motor | Swansea, MA | Mike Stains | 4 Park Avenue | Hudson | NH |
| Industrial Pump & Motor | Swansea, MA | Nick Capalbo | 43 Hammond St | Worcester | MA |
| Industrial Pump & Motor | Swansea, MA | Norman Degre | 153 Hamlet Avenue | Woonsocket | RI |
| Industrial Pump & Motor | Swansea, MA | Paul Andrade | 759 Russells-Mills Rd | S. Dartmouth | MA |
| Industrial Pump & Motor | Swansea, MA | Paul Banville | Custom Ball Facility | New Bedford | MA |
| Industrial Pump & Motor | Swansea, MA | Paul Gabriel | P.O.Box 290 | West | MA |
| Industrial Pump & Motor | Swansea, MA | Paul Gaouette | P.O.Box 1300 | Attleboro Falls | MA |
| Industrial Pump & Motor | Swansea, MA | Paul Martel | 43 Hammond St | Worcester | MA |
| Industrial Pump & Motor | Swansea, MA | Peter Christensen | 1375 Pontiac Avenue | Cranston | RI |

| | | | | | |
|-------------------------|--------------|-------------------|-----------------------|-----------------|----|
| Industrial Pump & Motor | Swansea, MA | Peter Coe | 41 Elm Road | Westford | MA |
| Industrial Pump & Motor | Swansea, MA | Phil Audette | 77 Park Street | Attleboro | MA |
| Industrial Pump & Motor | Swansea, MA | Randy Clarkson | 1831 Bedford St | Fall River | MA |
| Industrial Pump & Motor | Swansea, MA | Rene Chabot | 102 Campbell Avenue | East | RI |
| Industrial Pump & Motor | Swansea, MA | Richard Yokel | 795 Middle Street | Fall River | MA |
| Industrial Pump & Motor | Swansea, MA | Rick Shephard | Forest Hill | Cumberland | RI |
| Industrial Pump & Motor | Swansea, MA | Robert Plaud | 225 Theodore-Rice | New Bedford | MA |
| Industrial Pump & Motor | Swansea, MA | Roger Cabtin | Portsmouth Industrial | Portsmouth | NH |
| Industrial Pump & Motor | Swansea, MA | Ron Vieira | 336 Weir Street | Taunton | MA |
| Industrial Pump & Motor | Swansea, MA | Scott Gould | P.O.Box 730 | Narragansett | RI |
| Industrial Pump & Motor | Swansea, MA | Shawn Murphy | P.O.Box 67 | Lincoln | NH |
| Industrial Pump & Motor | Swansea, MA | Stanley Ok | 10 River Road | East | RI |
| Industrial Pump & Motor | Swansea, MA | Steve Johansen | 1375 Pontiac Avenue | Cranston | RI |
| Industrial Pump & Motor | Swansea, MA | Steve Walsh | P.O.Box 1300 | Attleboro Falls | MA |
| Industrial Pump & Motor | Swansea, MA | Steven Azulay | 10 River Road | East | RI |
| Industrial Pump & Motor | Swansea, MA | Steven | 100 Technology Way | Smithfield | RI |
| Industrial Pump & Motor | Swansea, MA | Steven Monty | 587 Rear Summer St | Rockland | MA |
| Industrial Pump & Motor | Swansea, MA | Tony Caswell | 1 Pontiac Avenue | West Warwick | RI |
| Industrial Pump & Motor | Swansea, MA | Tony Pytel | 57 John L. Dietsch | North Attleboro | MA |
| Kaman Tech Fair | Auburn, MA | Bob Lindsey | 22 Kittredge Road | Spencer | MA |
| Kaman Tech Fair | Auburn, MA | Dave Hebert | 1 New Bond Street | Worcester | MA |
| Kaman Tech Fair | Auburn, MA | Jeanne Ewiny | 1886 Upper Maple | Dayville | CT |
| Kaman Tech Fair | Auburn, MA | Michael DeJesus | 35 Sword Street | Auburn | MA |
| Kaman Tech Fair | Auburn, MA | Nathan Gronda | 35 Sword Street | Auburn | MA |
| Kaman Tech Fair | Auburn, MA | Ray Pellerin | 1 New Bond Street | Worcester | MA |
| Kaman Tech Fair | Auburn, MA | Ron Leger | 1 New Bond Street | Worcester | MA |
| Kaman Tech Fair | Auburn, MA | Stephen Federer | 1886 Upper Maple | Dayville | CT |
| Kaman Tech Fair | Auburn, MA | Steve Jupena | 1113 Chaucer Drive | Greensburg | PA |
| Kaman Tech Fair | Auburn, MA | Tom Potvin | 1 New Bond Street | Worcester | MA |
| KJ Electric | North Adams, | Art Picard | 12 Arrowhead Lane | Cohoes | NY |
| KJ Electric | North Adams, | Don Wright | 12 Arrowhead Lane | Cohoes | NY |
| KJ Electric | North Adams, | Joe Angermeier | 12 Arrowhead Lane | Cohoes | NY |
| KJ Electric | North Adams, | Kevin Ramsdell | 115 Howland Avenue | Adams | MA |
| KJ Electric | North Adams, | Kevin Winter | 1476 East Hill Road | Ludlow | VT |
| Raytheon / Delta Motor | Bedford, MA | Bob Pendrake | 1101 Turnpike Street | North Andover | MA |
| Raytheon / Delta Motor | Bedford, MA | Cherie Miles | One Nstar Way | Westwood | MA |
| Raytheon / Delta Motor | Bedford, MA | Dave Chamberlain | 50 Applehill Drive | Tewksbury | MA |
| Raytheon / Delta Motor | Bedford, MA | David Chamberlain | T2LP6 | Tewksbury | MA |
| Raytheon / Delta Motor | Bedford, MA | Don Haviland | 1001 Boston Post | Marlboro | MA |
| Raytheon / Delta Motor | Bedford, MA | Hector Rivera | 101 Hicks Avenue | Medford | MA |
| Raytheon / Delta Motor | Bedford, MA | John Maguire | 350-359 Lowell Street | Andover | MA |
| Raytheon / Delta Motor | Bedford, MA | Mark Goodheart | 141 Spring Street | Lexington | MA |
| Raytheon / Delta Motor | Bedford, MA | Rick Holmstrom | 528 Boston Post Road | Sudbury | MA |
| Raytheon / Delta Motor | Bedford, MA | Tom Coughlan | 55 Bearfoot Road | Northboro | MA |
| Raytheon / Delta Motor | Bedford, MA | William Blannett | 141 Spring Street | Lexington | MA |

| 2002 Schulz Electric | New Haven, CT | S | 1/16/2002 | Connecticut Light & Power | Yes | 9 |
|--------------------------------|---------------------|---|-----------|---------------------------|-----|----|
| Hights Electric | Hightstown, NJ | S | 3/18/2002 | Jersey Central Power & | Yes | 21 |
| Eastern Bearing | Worcester, MA | S | 12/23/200 | Massachusetts Electric | Yes | 1 |
| Cascade Diamond | Thorndike, MA | S | 12/13/200 | Massachusetts Electric | Yes | 3 |
| KJ Electric | North Adams, MA | S | 12/11/200 | Massachusetts Electric | Yes | 5 |
| Baystate Electric | N. Andover, MA | S | 12/5/2002 | Massachusetts Electric | Yes | 6 |
| Raytheon / Delta Motor | Bedford, MA | S | 9/25/2002 | Massachusetts Electric | Yes | 10 |
| Kaman Tech Fair | Auburn, MA | S | 6/20/2002 | Massachusetts Electric | Yes | 5 |
| Industrial Pump & Motor | Swansea, MA | S | 5/10/2002 | Massachusetts Electric | Yes | 61 |
| Applied Dynamics-Unitil | Fitchburg, MA | S | 10/30/200 | Unitil / FG&E | Yes | 4 |
| Associated Electro Mechanical | West Springfield, T | | 12/10/200 | Western Mass Electric | Yes | 5 |
| Applied Dynamics-Brickers | Greenfield, MA | S | 9/18/2002 | Western Mass Electric | Yes | 19 |
| AFE-Electrical Supply & Repair | Berkshire, MA | S | 3/5/2002 | Western Mass Electric | Yes | 9 |

Northeast Energy Efficiency Partnerships, Inc.

MotorUp Working Group Meeting September 18, 2002 Draft Meeting Notes Draft

Participants:

| | | | |
|----------------|---------------|--------------------|--------|
| Bruce Benkhart | APT | Cherie Miles | NSTAR |
| Kevin Galligan | Cape Light | Dick Schondelmeier | NU |
| Ilene Mason | CEE | Phil Mosenthal | NUPs |
| Dan Maxon | EVT | Paul Lentine | PSNH |
| Siraj Shaikh | JCP&L | Michelle LeMoine | UI |
| Beth Poulin | National Grid | Ed Mailloux | Unitil |
| Jon Linn | NEEP | Scott Hutchins | US DOE |

Purpose of Meeting: The meeting's purpose was to review field status for the 3rd quarter and to advance the planning process for the 2003 program year.

Summary

The group heard a field update from APT. ~~There were seven workshops or presentations completed or scheduled for summer and fall.~~ Rebate activity is down from previous years. This may be attributable to a lagging economy, or to changes in program delivery. The sponsors who provide 'inside' manpower for vendor outreach may not be consistent or prompt with their data exchange with APT. Also, field priorities for all outreach has changed from before; 'number of active vendors' and 'number of presentations' are 1st and 2nd priority, ahead of 'number of motor rebates'.

There had been varying degrees of participation in 3rd quarter workshops. Vendors are pleased to participate. It appears though that in some cases it's more effective for MotorUp sponsors to draw their customers, in addition to vendors attracting theirs.

~~The group spent time drafting a memorandum for motor vendors, informing them about changes coming in 2003. The memo will be general enough to allow for 'creative' solutions in the planning process, and specific enough to alert the audience to the fact that there will be 'changes'.~~

Planning for 're-bidding' implementation and marketing services consumed half of the meeting. The group edited the draft RFP, and set up processes for managing review and selection. Milestones were set to accommodate launch at the November 13 working group meeting, and ~~program changes to take effect, first of 2003.~~

The next Motors working group meeting is scheduled for **Wednesday, November 13**, at NU.

Field Status and Update

Bruce reported encouraging developments in the 'motor management' focus of the initiative. Activity on the web site has been growing, and both vendors and customers have shown interest. In response, APT has added or revised many features. There are new links to dealers and utilities. There are new links in the 'repair-replace' decision-making resource. The most popular links have been 'raised' in level, and there are new 'return' buttons for easy navigation.

Motor business is down, likely a reflection of the economy in general. Rebate activity is down even more. There may be a number of reasons for this. Vendor outreach is now about half and half

APT and individual utilities, and the flow of data back to APT is probably incomplete. (The various players are still getting used to the new arrangements.) NJ reports that they are working on improving communication; UI reports low volume of rebates; NSTAR feels that rebate through-put is strong.

The next newsletter will be issued in the 4th week of September. There will be stories about an office building in Boston, BOC training, 'copper rotor' developments, businesses in Greenfield, MA and Valley Stream, LI, ConAgra Foods in Turners Falls, MA, Metevier Electric in Burlington, VT and an 'ice arena' in Martha's Vineyard.

Bruce pointed out that there is probably a large market impact from Grainger's motor sales—heavily supporting NEMA Premium. However they will generate very few 'rebates'. (Rebate processing is a 'corporate' function, as opposed to being done at local facilities so they seldom get done.)

Manufacturers and distributors have responded well to offers of customer workshops. Most have gone well (except for a poorly attended one in central MA). There was a suggestion for utilities to bring customers to the vendors as a draw for workshops.

Planning for 2003

The group worked on an announcement to vendors about impending changes in MotorUp for 2003. The primary messages will be: 1) the \$25 application incentive will stop, 2) there will be a new 'instant rebate' feature—participating vendors will be able to deduct the rebate amount, directly from customer invoices, 3) in exchange for participation, vendors will receive promotional assistance from MotorUp and 4) details will come in the beginning of 2003.

There was a question of whether it was too early to announce anything, since the bidding process may change the 'expected changes'. Still, everyone agreed that the allies needed to be primed. The solution was to make the message general enough so that vendors would know not to expect application incentives, and still count on continuing customer rebates and MotorUp resources.

As to who would issue the 'memo', there was discussion of a number of options from 'each sponsor' to 'one central name'. It was decided that it would be issued from Bruce representing MotorUp. It will be mailed from MotorUp to all vendors, and there will be 'handout' copies. Jon will draft the memo for review.

Action: Jon will draft the announcement, for review by the sponsors, in time for distribution in mid-October.

Implementation Services RFP

The group edited the draft RFP for (hopefully) one last time by the whole group. The RFP sub-group would take the edits and comments, and complete the document. It was decided that Jon would issue the RFP and receive proposals. All sponsors will review and rank proposals, and decide on a 'winner' by unanimous consent. Following are milestones and dates for the bidding process (included in the RFP):

| Date | Milestone |
|-------------|---|
| October 1 | RFP Issued |
| October 10 | Clarification questions received by Coordinator |
| October 17 | Response to all questions sent to all bidders |
| October 18 | 'Intentions to bid' notification due |
| October 25 | Proposals due |
| November 8 | Selection Results Announced |
| November 13 | MotorUp Sponsor meeting--Hartford area |

Jon will collect all questions, and prepare draft responses, for review by the sponsors. All bidders will see all questions and responses.

Jon and Dick S. will prepare a scoring worksheet for everyone's use. Jon will forward copies of bids to all sponsors and everyone will participate in the review and selection process. The following are milestones for bid review:

| | |
|------------|---|
| October 25 | Jon forwards bids to sponsors |
| November 1 | Send scores to Jon |
| November 5 | Teleconference to discuss bids |
| November 8 | 2 nd Teleconference if necessary |

Next Meeting

The next Motor Initiative working group meeting will be on **Wednesday November 13** at NU.

Mailloux, Ed

From: Jon Linn [jlinn@acadia.net]
Sent: Friday, March 21, 2003 5:39 PM
To: Mailloux, Ed
Cc: Joe McCullough
Subject: Re:

Ed-----The attached file shows regional results for 02. All I see for Fitchburgh is 2 Tier 2 units, and no dual ee controls. (There must be more, but that's all I see on the year end report.) We can ask Joe if you want more detail. All's well here. I'll be seeing Scott finally, next week at working group meetings in Northboro. *Cheerio, -----Jon*

At 01:44 PM 3/21/03 -0500, you wrote:

Hi Jon. Hope all is well with you. Looking forward to spring?

I need your help. I need 2002 end of year numbers for HVAC, number of CEE's Tier II rebates and number of units with dual enthalpy economizers.

Thank you and have a good weekend

Ed

State wide yr End = 14.2%
See Attached table

XXX
Jonathan Linn
Northeast Energy Efficiency Partnerships, Inc.
212 Waterville Rd.
Belfast, ME 04915
207-338-9705
Fax: 207-338-9594
www.neep.org
XXX

3/24/2003

HVAC 1 & 2

Cool Choice 2002 Year End

| | Tier 1 | Tier 2 | Duals | Rebate \$ | % Tier 2 |
|----|--------|--------|-------|--------------|----------|
| CT | 130 | 288 | 95 | \$ 259,393 | 69% |
| MA | 890 | 529 | 236 | \$ 713,838 | 37% |
| NJ | 318 | 484 | 55 | \$ 557,178 | 60% |
| RI | 48 | 114 | 15 | \$ 122,273 | 70% |
| VT | 4 | 38 | 2 | \$ 21,677 | 90% |
| | 1,390 | 1,453 | 403 | \$ 1,674,359 | 51% |

2,843

$$403 \overline{) 2,843} = 14.49\%$$

MA-only 1419 total Tier 1 & 2 units > 750 Exemplary Level

of which 236 = Duals $\therefore 236 \overline{) 1419} = 16.6\% > 6.5\%$ Exempl.

Northeast Energy Efficiency Partnerships, Inc.

Cool Choice Working Group Meeting September 19, 2002 Draft Meeting Notes Draft

Participants.

| | | | |
|--------------------|-------------|--------------------|---------------|
| Denise Rouleau | CEE | Beth Poulin | National Grid |
| Rachael Shwom | CEE | Kate Ringe-Welch | National Grid |
| Joe McCullough | Cool Choice | Jon Linn | NEEP |
| Dennis Desaulniers | Cool Choice | Colin Odell | NU |
| Dan Maxon | EVT | Dick Schondelmeier | NU |
| Siraj Shaikh | GPUE | Michelle LeMoine | UI |
| Phil Mosenthal | MA Collab | Ed Mailloux | Unitil |

Purpose of Meeting: The meeting's purpose was to discuss field activity for July through September, and to continue the planning process for the HVAC initiative in 2003.

Summary

The field update from MaGrann was all up-beat. Rebate activity is up 54% from last year. Use of 'comparative' economizer controls continues to grow; now 16% of new unit rebates include qualifying controls. The number of 'new' participating contractors is up to 88. We can expect a very busy 4th quarter in HVAC sales.

The group spent most of the meeting time, revising technical specifications for 2003. CEE's Tier 1 specification will be dropped from all Cool Choice promotions. Tables of qualifications and rebates will show only one column—Tier 2 .levels. Instead of three size categories there will be four—the '10 to 30 ton' category will be divided into two: '10 to 20' and '20 to 30'.

The group realized that it could not use the new ENERGY STAR[®] HVAC label in Cool Choice promotion in 2003. The ENERGY STAR[®] specifications are not exactly the same as CEE specs, so it would be confusing and harmful to the initiative by adding a 'level of explanation'. The group encourages CEE and ENERGY STAR[®] to come together for 2004.

The next HVAC initiative working group meeting is scheduled for **Thursday November 14**, at NU.

Field Update

Rebate volume is up 54% over this time last year. As of August there are almost 1,300 units, all Tier 2. And as of the end of August, there were 211 units in the rebate mix. Joe thought the reps were doing an excellent job of educating contractors, and gaining yet higher recognition of Cool Choice. He warned us to expect a busy time in the 4th quarter—manufacturers continue to strengthen their availability and promotion of qualifying units.

The technicians have found frequent misunderstanding of dual enthalpy controls—recognizing them in product specs and setting them up. Joe showed examples of invoices where the qualifying controls were listed, hidden in product numbers.

Joe has found productive results from his 'national accounts' contacts. He relayed an example of Kmart Corp, with a recent slug of construction and rebate requests.

Joe noted that with Tier 1 going away, we will have difficulty with larger units qualifying for program specs. He suggested breaking the large category (10 to 30 tons) into two: 10 to 20 and 20 to 30 tons. The group agreed with this since the original grouping had been created for convenience, and now was a good time to add precision to the qualifications table.

Decision: The equipment qualifications tables for 2003 will show four size categories rather than three.

Joe observed that business has been changing this year. Distributors' sales are down 10 to 15% (even though rebates are up). Also, 'spec contractors' will never 'sell-up' or participate in the program—because of the competitive nature of their sales. He recommends focusing more effort toward architects and engineers, to keep them informed and to encourage use of high efficiency units in original specifications. People thought this was a good idea, and approved the 'shift'.

Decision: Cool Choice will add the A/E community to its various audiences (mainly through selection of advertising placements) in 2003.

Planning for 2003

The group reviewed ENERGY STAR® HVAC specifications in comparison to CEE Tier 2. Of the four size categories listed in the CEE specs, and in Cool Choice promotions, only 2 align with the ENERGY STAR® specs. The group discussed various ways to reference ENERGY STAR® in promotional materials, and determined that none would work. Any reference to ENERGY STAR® relating to a sub-set of the program specs would tend to confuse the Cool Choice message, and create questions that would complicate our promotions. The group decided that it should hold off use of ENERGY STAR® labeling in 2003. People felt that since CEE representatives were present, the right people had heard the message and its background discussion.

Decision: Cool Choice will not use or mention ENERGY STAR® in its promotions in 2003. The working group will revisit this issue in one year, for 2004.

The group discussed equipment specifications for Cool Choice in 2003. There will be four size categories ranging up to 30 tons. The corresponding efficiency specs will be CEE Tier 2 although there will be no need to label the spec column, "Tier 2". Rebate dollar levels will remain the same as present, however we will need to determine a new value for the 20 to 30 ton range. Air conditioner and Heat Pump specs will be as follows:

| Size | Efficiency | Rebate \$ |
|--------------|------------|------------------|
| <5 ton | 13.0 SEER | \$92/ton |
| 5 to 10 ton | 11.0 EER | \$73/ton |
| 10 to 20 ton | 10.8 EER | \$79/ton |
| 20 to 30 ton | 10.0 EER | To be determined |

Sizes will be listed in BTUH as well as nominal tons, and the proper breaks (<, >, =) will match up with ARI categories. Colin will research the incremental cost of the large category, for a recommended rebate level.

Action: Colin and Shaikh will recommend a dollar rebate level for the 20 to 30 ton level, for discussion at the November 14 meeting.

Joe proposed a budget for services in 2003, the total cost of which was identical to 2002 (\$768k). The budget recommends spending \$579k for field and coordination and \$189k for marketing. (This corrects a transcription error in the hand-out; the total \$768k was correct.) People gave preliminary approval of the budget. Joe will bring along more detail to the November meeting.

Decision: Joe's preliminary budget was approved, \$768k.

The group heard reports of events at the recent CEE program committee meeting. The DOE technology procurement award had been made to Lennox and Global Energy Group. Lennox was recognized for its existing 'L series' units. The Global units are not yet commercially available—they're expected in November. The group felt that the most we can do is to be fully informed about the program, so that MaGrann's people can answer questions about the award. All Cool Choice promotions will remain 'manufacturer neutral'.

CEE presented an outline of their agenda for 2003. They will be examining the 'next level' of spec, beyond Tier 2. This may go beyond EER, perhaps to controls. They will be meeting with equipment manufacturers and EPA regarding their members' programs. (It will be useful for them to convey the Cool Choice discussion regarding ENERGY STAR®).

Next Meeting

The next HVAC working group meeting is scheduled for Thursday November 14 at NU.

Mailloux, Ed

From: schonra@NU.COM
Sent: Friday, January 10, 2003 2:03 PM
To: Ringe, Katherine M.; Edward_McGlynn@nstaronline.com; kfg@cape.com;
mailloux@unitil.com
Subject: Massachusetts 2002 HVAC Metrics

Fellow MA. Cool Choice participants;

I am looking to finalize our 2002 HVAC metrics for number of Tier II units installed as well as the percentage of Dual Enthalpy Economizers.

I have Amy Gates' last report but wanted to make sure all of our numbers agree. I know I gave her a few units towards the end of the year that she hadn't previously been counting. I'm hoping each of you have some extra as well.

Bottom line is that we now agree with the latest Cool Choice report that ~~MA has 46 Tier~~ II units with 23 having Dual Enthalpy Economizers.

How do your numbers look???

Thanks,

Dick

Mailloux, Ed

From: Sarah Dagher [sdagher@attbi.com]
Sent: Friday, January 31, 2003 8:32 AM
To: Mailloux, Ed
Subject: RE: Initial Site Review for DLC



DLC_4Q02.doc (32
KB)

Ed -

Here is what I am putting in year-end report. Tom Coughlin is suppose to be putting together a letter, as well, with the metric info. Hope this helps.

• NEEP coordinated with sponsoring organizations to support near-term efforts to develop strategic partnerships with at least three distributors: Munro Distributors, Hampden/Zimmerman and Litemore, utilizing the "DLC Partners" approach. Partnership arrangements with the three lighting distributors included training for more than 20 distributor sales staff, resulting in at least 6 leads for smart lighting design projects.

-----Original Message-----

From: Mailloux, Ed [mailto:mailloux@unitil.com]
Sent: Friday, January 31, 2003 8:32 AM
To: 'sdagher@neep.org'
Subject: RE: Initial Site Review for DLC

Hi Sarah. Hope all is well.

Unitil had a metric to meet in 2002, I hope you can help me out.

DLC- Statewide recruit "x" lighting distributors/suppliers/manufacturers's reps tp "partner" with DLC in promoting high quality, energy efficient lighting design.

Was this accomplished and how many.

Thank you very much.

Ed Mailloux

-----Original Message-----

From: Sarah Dagher [mailto:dagher@attbi.com]
Sent: Thursday, January 30, 2003 6:23 PM
To: Thomas J. Coughlin Jr; Cherie Miles; Anne Emidy; Dick Chasse; Ed Mailloux; Gillian Eaton; Priscilla Richards
Cc: Adam W. Hinge, P.E.
Subject: FW: Initial Site Review for DLC

DLC Sponsors -

I just got in from our NEEP Staff retreat.. haven't had time, myself, to review the site. Please find time to look it over and provide initial feedback based on email provided below from Ecos.

Thanks, Sarah

-----Original Message-----

From: Nick Schuder [mailto:nschuder@ecosconsulting.com]
Sent: Wednesday, January 29, 2003 2:34 PM

To: daghers@attbi.com; sdagher@worldnet.att.net; dag
Cc: Dave Weigel; Mark Hamilton
Subject: Initial Site Review for DLC

Sarah-

We have constructed the first draft of the look, feel and layout of Designlights.org. As it stands, only several pages have been designed -- including the homepage, case studies, training and Knowhow guides. We feel that these are the marquee pages of the site and wanted to attack these first off.

The colors and layout of the site reflect and tie into the DLC brochure, as well as the design theme of the Knowhow Guides. Again, the main elements and value to the site -- guides/cases/training -- are all showcased right at the beginning, for easy access.

Please note that we're still working on getting appropriate images loaded onto the site. Essentially, the images that are included in this mock-up are for positioning only. Also, this draft has not had any language re-written or copy-edited, and we're working on finding a consistent (and free) source for industry news. One of the ideas is to have "industry news" as one of the lead components to the home page, that changes out stories every few weeks or month.

We would like feedback on layout, colors, images, menu design and information flow.

Thanks again for this opportunity,

Click onto the link below to view the mock site:

<http://www.ecosconsulting.com/clientReview/DLC/wwwproto>

Nick Schuder
Ecos Consulting
208 SW Stark, Suite 400
Portland, OR 97204
503.525.2700 x. 106

Mailloux, Ed

From: Miles, Cherie [Cherie_Miles@nstaronline.com]
Sent: Thursday, February 13, 2003 3:34 PM
To: 'Etw2419@aol.com'; THOMAS.COUGHLIN@us.ngrid.com; daghers@attbi.com
Cc: chassr@nu.com; Miles, Cherie; mailloux@unitil.com
Subject: RE: Massachusetts Metric DLC 1

Relative to part C of DLC 1, please note that not only did Paul Michaud of Monroe and I partner with Tenny Lance, Director of Administration and Tom Emord the electrician for the Camp Wind in the Pines project, we also worked collaboratively with Kevin Bray, the electrician and Roberto, the building owner of Express Car Detailing, to familiar them with the appropriate Knowhow Guides as we worked collaboratively to create the best design possible for each of the different space types within his facility. For instance, the shop area has a tremendous amount of daylight, enabling daylight dimming controls to provide excellent savings. We also totally redesigned the show room lighting, enabling us to remove a number of fixtures that are unnecessary due to better placement of the new fixtures and by taking advantage of daylighting in this area as well. We also worked collaboratively with both Roberto and Kevin to address some invalid concerns the wiring inspector had with the proposed new fixtures, given the fact this business was initially incorrectly categorized as a car repair facility.

If additional detail is required, I would be happy to provide it. In summary, at least in the initial stages, I found that you can't avoid providing training to not only the facility owners; but their electricians as well, as most often they are unfamiliar with the design, fixture and control options that are available to enable them to experience high quality energy efficient lighting. It has proven to be an education process for all concerned. I sure that anyone that has worked on other Partners Pilots have probably had similar experiences.

Cherie

-----Original Message-----

From: Etw2419@aol.com [mailto:Etw2419@aol.com]
Sent: Thursday, February 13, 2003 10:42 AM
To: THOMAS.COUGHLIN@us.ngrid.com; daghers@attbi.com
Cc: chassr@nu.com; cherie_miles@nstaronline.com; mailloux@unitil.com
Subject: Re: Massachusetts Metric DLC 1

To: Tom Coughlin, Cherie Miles, Dick Chasse, Ed Mailloux
From: Anne Emidy
Subject: 2002 Metrics for DesignLights
Date: February 13, 2003
CC: Sarah Dagher

Thank you for sending the draft memo about results for DLC 1 in 2002. It's a good write-up with excellent level of detail about the people and dates involved.

I don't have copies of each Company's filings for 2002, but the near-final draft of the 2002 metrics that I have includes a Part C. for DLC 1, as follows:

hold an informal session(s), by 12/31/02, for at least two of the firm's customers (usually small electrical contractors) to meet with the DLC circuit rider and/or utility staff to discuss: DLC design principles, and strategies for presenting DLC benefits to building owners/occupants.

The work Cherie did with Munro on the Girl Scout Discovery Center would count as one of these informal sessions. Tom has mentioned working with Munro, and being intentional about letting them (rather than the Account Manager) make the DLC "pitch". Dick has listed two projects for WMECo for DLC 2; if these were through Hamden-Zimmerman, they would satisfy Part C of DLC 1 for that Partner. Litemor may be problematical, since the initial meeting was late in the year.

2/14/2003

Mailloux, Ed

From: Aa7790@aol.com
Sent: Monday, March 24, 2003 4:43 PM
To: mailloux@unitil.com
Subject: Re:

Ed,

Answer to your questions:

1. Students enrolled in 2002 Levell...
Mass - 112
NH - 26

O + m 1

COMPLETED
Edm 4-17-03

2. "...number of enhanced presentations to people."
I don't know what these are. Was this a BOC metric?

MANAGEMENT AWARENESS.

Be well!
Alan

Alan R. Mulak, PE
Program Manager
Northeast Energy Efficiency Partnerships, Inc.
(978) 486-4484

3/25/2003

COMPLETED C
EGM 4-17-03

Docket D.T.E. 03-26, Exhibit D.T.E. 1-7b
Commercial & Industrial 2002
Operations & Maintenance 1 & 2

Mailloux, Ed

From: Dagher, Fouad E. [FOUAD.DAGHER@us.ngrid.com]
Sent: Thursday, April 17, 2003 12:01 PM
To: 'Mailloux, Ed'
Subject: RE:

Ed the requirements of these metric were met. If you want more info about them, I can be reached at 508-303-7231.

Fouad Dagher

-----Original Message-----

From: Mailloux, Ed [mailto:mailloux@unitil.com]
Sent: Thursday, April 17, 2003 9:32 AM
To: Dagher, Fouad E.
Subject:

NGRID
NSTAR CONDUCTED 3
PRESENTATIONS

Good Morning. I received your name from Alan Mulak, he thought you might be able to help me. We had a Statewide Metric in 2002 for O&M(BOC) to provide management awareness. Specifically to perform" 2 enhanced presentations , training or other outreach on the benefits of Energy Efficiency as a business profit center to groups of facility managers or other personnel who make funding decisions regarding organizing, staffing anf funding for facility efficiency"

Thank you in advance.

Ed Mailloux
Unitil Energy Systems

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4/17/2003

Docket D.T.E. 03-26, Exhibit D.T.E. 1-7b
Commercial & Industrial 2002
Compressed Air 1 & 2

Mailloux, Ed

From: Ted Jones [tjones@cee1.org]
Sent: Thursday, April 17, 2003 1:38 PM
To: 'Patvazquez@aol.com'
Cc: 'mailloux@unitil.com'; Marc Hoffman
Subject: RE: Quick Question

Thank you very much Pat. Can you also tell me how many training sessions were held in MA in 2002 as well as how many people attended them?

Thanks again. I appreciate your tracking down these numbers for me.

Ted Jones

Ted Jones, Program Manager
Consortium for Energy Efficiency (www.cee1.org)
One State Street, #1400
Boston, MA 02109
617-589-3949, ext. 230
tjones@cee1.org

Compressed Air
1 + 2

-----Original Message-----

From: Patvazquez@aol.com [mailto:Patvazquez@aol.com]
Sent: Thursday, April 17, 2003 1:30 PM
To: tjones@cee1.org
Subject: Re: Quick Question

COMPLETED
EGM 4-17-03

Ted - 131 people from Massachusetts took the CAC training in 2002. Of that total, 110 took the Fundamentals and 21 took the Advanced. This is for calendar year 2002. These are people **from** Massachusetts, not people trained **in** Massachusetts. I'll forward the AIRMaster+ number when I get it - thanks - Pat

Patricia Vazquez
ORC Macro
19108 Croom Road
Brandywine, MD 20613
301-751-0115
patvazquez@aol.com

11D ~~Level 1~~
21 ~~Level 2~~
AIRMASTER

Attendance

COMPLETED

2002

Compressed AIR
Level 1
Level 2 AIRMASTER

| ID | Date | Last Name | First Name | Company | St_Address | Town | State |
|----|-----------|------------|------------|---------------------------|------------------------|----------------|--------|
| 1 | 3/28/2002 | SIMONS | WILLIAM | FIBERTEC INC. | 35 SCOTLAND BLVD. | BRIDGEWATER | MA |
| 2 | 3/28/2002 | BRUZZESE | ANTHONY | NOVEON | ONE JACOB'S WAY | LAWRENCE | MA |
| 3 | 3/28/2002 | CLOONAN | JOHN | AMERICAN SAW | 301 CHESTNUT ST. | E. LONGMEADOW | MA |
| 4 | 3/28/2002 | GALLAGHER | PAUL | ALLMERICA FINANCIAL | 440 LINCOLN ST. | WORCESTER | MA |
| 5 | 3/28/2002 | GELINAS | LUC | ALLMERICA FINANCIAL | 440 LINCOLN ST. | WORCESTER | MA |
| 6 | 3/28/2002 | GEARHEART | BRAD | ARMSTRONG COMPRESSED AIR | P.O. BOX 158 | SOLOMENS | MD |
| 7 | 3/28/2002 | MICHAELSON | EDWARD | COMPRESSED AIR SYSTEMS OF | 132 VILLAGE ST. | NORTHFORD | CT |
| 8 | 3/28/2002 | PETERSEN | JOHN | SEARS ROEBUCK & CO. | 45 CONGRESS STREET | SALEM | MA |
| 9 | 3/28/2002 | PIPPIN | STIRLING | AMERICAN SAW | 301 CHESTNUT ST. | E. LONGMEADOW | MA |
| 10 | 3/28/2002 | BUSHEK | DAVID | M.I.T. LINCOLN LABS | 244 WOOD STREET | LEXINGTON | MA |
| 11 | 3/28/2002 | COSOM | LARRY | THE BOSTON HOME, INC. | 2049 DORCHESTER AVENUE | DORCHESTER | MA |
| 12 | 3/28/2002 | CROWLEY | WILLIAM | GILLETTE COMPANY | ONE GILLETTE PARK | SOUTH BOSTON | MA |
| 13 | 3/28/2002 | CUNHA | VALDOMIRO | OLIN AEGIS | 50 WELBY ROAD | NEW BEDFORD | MA |
| 14 | 3/28/2002 | DeCAPRIO | DON | BRIGHAM'S ICE CREAM | 30 MILL STREET | ARLINGTON | MA |
| 15 | 3/28/2002 | FOSTER | KEVIN | NORTHEAST SILICON TECH | 11 DAVID STREET | NEW BEDFORD | MA |
| 16 | 3/28/2002 | JERONYMO | PAUL | ACUSHNET RUBBER COMPANY | 200 RIVERSIDE AVENUE | NEW BEDFORD | MA |
| 17 | 3/28/2002 | MORELLI | STEVEN | AMES SAFETY ENVELOPE | 21 PROPERZI WAY | SOMERVILLE | MA |
| 18 | 3/28/2002 | PIETRO | PAUL | CAMBREX BIO SCIENCE | 97 SOUTH STREET | HOPKINTON | MA |
| 19 | 3/28/2002 | RODGERS | DAVE | GILLETTE COMPANY | ONE GILLETTE PARK | SOUTH BOSTON | MA |
| 20 | 3/28/2002 | YEUNG | PETER | M.I.T LINCOLN LABS | 244 WOODS STREET | LEXINGTON | MA |
| 21 | 3/28/2002 | BRULE | LEONARD | AIR POWER OF N.E. | 11 WILLOW ROAD | AYER | MA |
| 22 | 3/28/2002 | MARTINS | FREDERICK | OLIN AEGIS | 50 WELBY ROAD | NEW BEDFORD | MA |
| 23 | 3/28/2002 | PARADIS | PHILLIPE | I.P.C. COMPANY | 2431 GUENETTE | ST. LAURENT | QUE |
| 24 | 3/28/2002 | AMADIO | PAUL | TEKNOR APEX COMPANY | 330 OAKHILL AVENUE | ATTLEBORO | MA |
| 25 | 3/28/2002 | ALVES | ROBERT | ACUSHNET RUBBER COMPANY | 200 RIVERSIDE AVENUE | NEW BEDFORD | MA |
| 26 | 3/28/2002 | BACHAR | ADAM | I.P.C. | 2431 GUENETTE | ST. LAURENT | QUEBEC |
| 27 | 3/28/2002 | BRYANT | RAYMOND | THE BOSTON HOME, INC. | 2049 DORCHESTER AVENUE | DORCHESTER | MA |
| 28 | 3/28/2002 | CAMPINHA | GUY | MASS ENVIRONMENTAL SVCS. | ONE PARK AVENUE | NORTH CARVER | MA |
| 29 | 3/28/2002 | CARA | FRANK | FLEXCON INDUSTRIES | 300 POND STREET | RANDOLPH | MA |
| 30 | 3/28/2002 | MURPHY | THOMAS | AIR POWER OF NEW ENGLAND | 11 WILLOW ROAD | AYER | MA |
| 31 | 3/28/2002 | O'RIORDEN | STEPHEN | AIR POWER OF NEW ENGLAND | 11 WILLOW ROAD | AYER | MA |
| 32 | 3/28/2002 | RABS | JOSEPH | UNITED STATES COAST GUARD | 1500 REAR MAIN STREET | SOUTH WEYMOUTH | MA |
| 33 | 4/9/2002 | CONSOLINI | PETER | SCHIFFER DENTAL | P.O. BOX 325 | AGAWAM | MA |
| 34 | 4/9/2002 | DUFF | DANIEL | BETHLEHEM STEEL CORP. | LOC 67-A 3RD FLR MOB | SPARROWS POINT | MD |
| 35 | 4/9/2002 | FELTON | FRED | AMHERST SCHOOLS | 586 PLEASANT STREET | AMHERST | MA |

Attendance

| | | | | | | | |
|----|------------|--------------|---------|----------------------------|---------------------|------------------|----|
| 36 | 4/9/2002 | GAUTHIER | RAYMOND | OLYMPIC MANUFACTURING | 153 BOWLES STREET | AGAWAM | MA |
| 37 | 4/9/2002 | HADLEY | DONALD | SIMMONS COMPANY | 320 BOWLES ROAD | AGAWAM | MA |
| 38 | 4/9/2002 | KNIGHTLY | BRIAN | AMHERST PUBLIC WORKS | 586 PLEASANT ST. | ANHERST | MA |
| 39 | 4/9/2002 | McCUE | JOHN | PLASTIC PACKAGING | 1227 UNION STREET | WEST SPRINGFIELD | MA |
| 40 | 4/9/2002 | McDUFFEE | BRUCE | AIR POWER OF NEW ENGLAND | 11 WILLOW ROAD | AYER | MA |
| 41 | 4/9/2002 | PIECHIAK | ROBERT | AMHERST SCHOOLS | 170 CHESTNUT STREET | AMHERST | MA |
| 42 | 4/9/2002 | RICHARDSON | CARL | AMHERST | 170 CHESTNUT STREET | AMHERST | MA |
| 43 | 4/9/2002 | SCHAFF | JAMES | RAYTHEON COMPANY | 358 LOWELL STREET | ANDOVER | MA |
| 44 | 4/9/2002 | SIRARD | ALBERT | SIMMONS COMPANY | 320 BOWLES ROAD | AGAWAM | MA |
| 45 | 4/9/2002 | WHITE | RONALD | OLYMPIC COMPANY | 153 BOWLES STREET | AGAWAM | MA |
| 46 | 4/9/2002 | YELLE | ALLEN | U.S. WATER | P.O. BOX 130 | SPRINGFIELD | MA |
| 47 | 4/9/2002 | ZMETRA | MARK | DONCASTERS INC. | 160 COTTAGE STREET | SPRINGFIELD | MA |
| 48 | 10/17/2001 | GARRITY | BRIAN | LEGO SYSTEMS | | | |
| 49 | 3/28/2002 | COLLETTE | KEVIN | AMERICAN SAW | 301 CHESTNUT STREET | E. LONGMEADOW | MA |
| 50 | 4/9/2002 | POND | MARK | LEGGETT & PLATT | 430 MAIN STREET | OXFORD | MA |
| 51 | 4/9/2002 | HEBERT | DAN | EBTEC | 120 SHOEMAKER LANE | | |
| 52 | 4/9/2002 | GETHINS | JOSEPH | U.S. WATER | P.O. BOX 130 | | |
| 53 | 4/9/2002 | CROUGWELL | DENNIS | CRANE & CO. | 30 SOUTH STREET | DALTON | MA |
| 54 | 5/14/2002 | GIOVANNIELLO | JOHN | ALL ISLAND COMPRESSOR SVCS | 770 RAILROAD AVENUE | W. BABYLON | NY |
| 55 | 5/14/2002 | LARKIN | TIMOTHY | BROCKTON HOSPITAL | 680 CENTRE STREET | BROCKTON | MA |
| 56 | 5/14/2002 | McDUFFEE | BRUCE | AIR POWER OF N.E. | 11 WILLOWS ROAD | AYER | MA |
| 57 | 5/14/2002 | MURPHY | THOMAS | AIR POWER OF N.E. | 11 WILLOWS ROAD | AYER | MA |
| 58 | 5/14/2002 | O'RIORDAN | STEPHEN | AIR POWER OF N.E. | 11 WILLOWS ROAD | AYER | MA |
| 59 | 5/14/2002 | SCATURRO | CRAIG | ALL ISLAND COMPRESSORS SVC | 770 RAILROAD AVENUE | W. BABYLON | NY |
| 60 | 9/11/2002 | BAKER | ROBERT | ATLAS COPCO | 121 COMMERCE WAY | SOUTH WINDSOR | CT |
| 61 | 9/11/2002 | DAVIS | BRUCE | THE HOPE GROUP | 70 BEARFOOT RD | NORTHBORO | MA |
| 62 | 9/11/2002 | KLEVENS | LEO | A&M COMPRESSED AIR | 40 INDUSTRIAL DRIVE | UXBRIDGE | MA |
| 63 | 9/11/2002 | ALMEIDA | GEORGE | GOLD MEDAL BAKERY | 21 PENN ST | FALL RIVER | MA |
| 64 | 9/11/2002 | CHASSE | RICHARD | CL&P | | | |
| 65 | 9/11/2002 | CRITCHLEY | WILLIAM | A&M COMPRESSED AIR | 40 INDUSTRIAL DR | UXBRIDGE | MA |
| 66 | 9/11/2002 | DOBARTZ | DAVE | CL&P | | | |
| 67 | 9/11/2002 | KENYON | JAMES | | | | |
| 68 | 9/11/2002 | MADURA | ANDY | THE HOPE GROUP | 70 BEARFOOT RD | NORTHBORO | MA |
| 69 | 9/11/2002 | MICHAELSON | ED | COMPRESSED AIR SYSTEMS | 132 VILLAGE ST | NORTHFORD | CT |
| 70 | 9/11/2002 | NOGUEIRA | MARK | GOLD MEDAL BAKERY | 21 PENN ST | FALL RIVER | MA |
| 71 | 9/11/2002 | TRINIDAD | MICHAEL | TRINIDAD ENGINEERING | P.O. BOX 328 | NATICK | MA |
| 72 | 9/11/2002 | WOODMANSE | BART | | | | |

Attendance

| | | | | | | | |
|-----|------------|-------------|---------|------------------------------|---------------------------|---------------|----|
| 73 | 9/11/2002 | BARBIERI | DAN | RLW | 179 MAIN ST | MIDDLETOWN | CT |
| 74 | 10/17/2002 | AMADIO | PAUL | TEKNOR APEX CO | 330 OAKHILL AVENUE | ATTLEBORO | MA |
| 75 | 10/17/2002 | ANSHEWITZ | JOHN | EQUITY OFFICE | 100 SUMMER ST. #2 | BOSTON | MA |
| 76 | 10/17/2002 | AUDETTE | ROBERT | THE NEW CAN COMPANY | 1 MEAR ROAD | HOLBROOK | MA |
| 77 | 10/17/2002 | BAKER | BOB | CALPINE-DIGHTON POWER | 1450 SOMERSET ST | DIGHTON | MA |
| 78 | 10/17/2002 | BELANGER | MICHAEL | VARION SEMI-CONDUCTOR | 35 DORY RD | GLOUCESTER | MA |
| 79 | 10/17/2002 | BRADLEY | LEONARD | TECHNICAL MATERIALS, INC. | 5 WELLINGTON RD. | LINCOLN | RI |
| 80 | 10/17/2002 | GOULET | MARC | MILFORD REGIONAL HOSPITAL | 14 PROSPECT ST | MILFORD | MA |
| 81 | 10/17/2002 | BRODEUR | ERNIE | STERICYCLE | 369 PARK EAST DR | WOONSOCKET | RI |
| 82 | 10/17/2002 | BRULE | LENNY | AIR POWER OF N.E. | 11 WILLOW RD | AYER | MA |
| 83 | 10/17/2002 | CHAISSON | LEO | SENSOR SYS. ELMWOOD SENSO | 500 NARRAGANSETT PARK DR | PAWTUCKET | RI |
| 84 | 10/17/2002 | CONNERS | DENNIS | MILFORD REGIONAL HOSPITAL | 14 PROSPECT ST | MILFORD | MA |
| 85 | 10/17/2002 | CROWTHER | KEN | SENSOR SYS. ELMWOOD SENSO | 500 NARRAGANSETT | PAWTUCKET | RI |
| 86 | 10/17/2002 | CUMMINGS | BRUCE | GENZYME | 500 SOLDIERS FIELD RD | ALLSTON | MA |
| 87 | 10/17/2002 | DESAULNIERS | GUY | SENSOR SYS. ELMWOOD SENSO | 500 NARRAGANSETT PARK DR | PAWTUCKET | RI |
| 88 | 10/17/2002 | FORNI | DAVE | ANDOVER CONTROLS | 300 BRICKSTONE SQ | ANDOVER | MA |
| 89 | 10/17/2002 | GAUDET | DAVID | RAYTHEON | 50 APPLE HILL DR | TEWKSBURY | MA |
| 90 | 10/17/2002 | GHISLAIN | JOSEPH | FORD MOTOR LAND SRVCS CORP. | | | |
| 91 | 10/17/2002 | HARRINGTON | JOHN | EQUITY OFFICE | 100 SUMMER ST. #2 | BOSTON | MA |
| 92 | 10/17/2002 | HELMES | DANIEL | BOSTON HOUSING AUTHORITY | 52 CHAUNCEY ST | BOSTON | MA |
| 93 | 10/17/2002 | HEYDEN | THOMAS | AUBURN MERCHANDISE DIST. | 355 MAIN ST | WHITINSVILLE | MA |
| 94 | 10/17/2002 | HIGGINS | WILLIAM | TOWN OF WEYMOUTH | 120 WINTER ST | WEYMOUTH | MA |
| 95 | 10/17/2002 | JOHNSON | TIMOTHY | ASTRAZENECA | 50 OTIS ST | WESTBOROUGH | MA |
| 96 | 10/17/2002 | COTHAM | AL | CALPINE- DIGHTON POWER ASSC | 1450 SOMERSET AVE | DIGHTON | MA |
| 97 | 10/17/2002 | LAPRE | PAUL | GENZYME BIOSURGERY | 600 AIRPORT RD | FALL RIVER | MA |
| 98 | 10/17/2002 | LONDON | SHANE | PLASTIPAK PACKAGING INC. | 18 INDUSTRIAL DR | E. LONGMEADOW | MA |
| 99 | 10/17/2002 | LORUSSO | STEVE | A.B.S. | UPLAND RD | NORWOOD | MA |
| 100 | 10/17/2002 | McCOMBE Jr. | DWIGHT | A.B.S. | UPLAND RD | NORWOOD | MA |
| 101 | 10/17/2002 | MURPHY | CHARLES | ROSE ASSOCIATES, INC. | ONE FINANCIAL CTR. FLR#28 | BOSTON | MA |
| 102 | 10/17/2002 | O'BRIEN | DENNIS | BOSTON PROPERTIES | 111 HUNTINGTON AVE | BOSTON | MA |
| 103 | 10/17/2002 | PERKINS | PETER | THE HENRY PERKINS COMPANY | 180 BROAD ST | BRIDGEWATER | MA |
| 104 | 10/17/2002 | POULIN | BETH | NATIONAL GRID | 55 BEARFOOT RD | NORTHBORO | MA |
| 105 | 10/17/2002 | REIS | EDVARDO | THE HENRY PERKINS COMPANY | 180 BROAD ST | BRIDGEWATER | MA |
| 106 | 10/17/2002 | RICCIO | DAVE | ANDOVER CONTROLS | 300 BRICKSTONE SQ | ANDOVER | MA |
| 107 | 10/17/2002 | SCALES | WILLIAM | SCALES AIR COMPRESSORS CORP. | | | |
| 108 | 10/17/2002 | MORLEY | KEVIN | NSTAR ELECTRIC & GAS | ONE NSTAR WAY | WESTWOOD | MA |
| 109 | 10/17/2002 | TAGGART | WALTER | GOOD HUMOR/BREYERS | 490 CONNECTICUT PATH | FRAMINGHAM | MA |

Attendance

| | | | | | | | |
|-----|------------|------------|-----------|----------------------------|------------------------------|---------------|----|
| 110 | 10/17/2002 | TEIXEIRA | DANIEL | EVANS FINDINGS CO., INC. | 33 EASTERN AVE | E. PROVIDENCE | RI |
| 111 | 10/17/2002 | TELLA | ROBERT | ON SEMICONDUCTOR | 200 S. COUNTY TRAIL #1 | E. GREENWICH | RI |
| 112 | 10/17/2002 | WALSH | RICH | GENZYME | 500 SOLDIERS FIELD RD | ALLSTON | MA |
| 113 | 10/17/2002 | WHEATLEY | BOB | PLASTIPAK PACKAGING, INC. | 108 INDUSTRIAL DR | E. LONGMEADOW | MA |
| 114 | 10/17/2002 | PHILLIP | MICHAEL | PLASTIPAK PACKAGING, INC. | 108 INDUSTRIAL DRIVE | E. LONGMEADOW | MA |
| 115 | 10/17/2002 | DENNIS | SULLIVAN | GOOD HUMOR/BREYERS | 490 CONNECTICUT PATH | FRAMINGHAM | MA |
| 116 | 10/17/2002 | CULBERT | GERALD | INTEL | 8-1 OAK RIDGE DR | MAYNARD | MA |
| 117 | 10/17/2002 | BODEAU | ROBERT | ACUSHNET COMPANY | 256 SAMUEL BARNETT BLVD. | N. DARTMOUTH | MA |
| 118 | 10/17/2002 | MOORE | JOHN | HOPE GROUP | P.O. BOX 1085 | HILLSBORO | NH |
| 119 | 5/14/2002 | CAMPINHA | GUY | MASS ENVIRONMENTAL SERVICE | P.O. BOX 36 | N. CARVER | MA |
| 120 | 5/14/2002 | MINNEHAN | KEVIN | ABERJONA AIR COMPRESSOR SE | 27 SALEM ST - UNIT F | WOBURN | MA |
| 121 | 12/5/2002 | BOULAY | PAUL | NSTAR | SOMERVILLE SVCS CTR. ONE | WESTWOOD | MA |
| 122 | 12/5/2002 | BRUSCO | ROSEANN | NSTAR | ONE NSTAR WAY | WESTWOOD | MA |
| 123 | 12/5/2002 | CALLAGHAN | JOHN | ARTHUR BLANK & CO., INC. | 225 RIVERMOOR ST | WEST ROXBURY | MA |
| 124 | 12/5/2002 | CHOJNOWSKI | MICHAEL | A. JANDRIS & SONS, INC. | 202 HIGH ST. | GARDNER | MA |
| 125 | 12/5/2002 | CLAPP | JAMES | NSTAR | SOMERCILLE SVCS CTR. ONE | WESTWOOD | MA |
| 126 | 12/5/2002 | CORMIER | STEPHEN | HOLIDAY HOUSEWARES INC. | P.O. BOX - 25 TUCKER DR. | LEOMINSTER | MA |
| 127 | 12/5/2002 | DAUPHINAIS | JEFF | CLAREMONT FLOCK CORP. | 107 SCOTT DR. | LEOMINSTER | MA |
| 128 | 12/5/2002 | DOXSEE | THOMAS | ENERGY MACHINERY, INC. | 10 RESERVOIR PARK DR | ROCKLAND | MA |
| 129 | 12/5/2002 | GAO | YANG | SELECT ENERGY SVCS., INC. | 24 PRIME PKWY | NATICK | MA |
| 130 | 12/5/2002 | GEISSINGER | KURT | GOOD HUMOR/BREYERS | 490 OLD CONNECTICUT PATH | FRAMINGHAM | MA |
| 131 | 12/5/2002 | LITTMAN | ROBERT | AIR ENERGY, INC. | 6 NORFOLK AVE | S. EASTON | MA |
| 132 | 12/5/2002 | MAZANEC | MATHEW | AIR ENERGY, INC. | 6 NORFOLK AVE | S. EASTON | MA |
| 133 | 12/5/2002 | McGANN | CRAIG | ALLEGHENY RODNEY | 1357 RODNEY FRENCH BLVD. | F DORCHESTER | MA |
| 134 | 12/5/2002 | MEDINA | FERDINAND | HOLIDAY HOUSEWARES, INC. | P.O. BOX 150 - 25 TUCKER DR. | LEOMINSTER | MA |
| 135 | 12/5/2002 | MERCEDAT | GUIVAL | NSTAR | ONE NSTAR WAY | WESTWOOD | MA |
| 136 | 12/5/2002 | MILLER | ROBERT | ENERGY MACHINERY, INC. | 10 RESERVOIR DR | ROCKLAND | MA |
| 137 | 12/5/2002 | PUDDISTER | THOMAS | NSTAR | ONE NSTAR WAY | WESTWOOD | MA |
| 138 | 12/5/2002 | RAY | GARY | CAL SUPPLY COMPANY, INC. | 67 WINDSOR COMPANY, INC. | SUDBURY | MA |
| 139 | 12/5/2002 | RAYMOND | CLAYTON | AIR COMPRESSOR REBUILDERS, | 488 MAIN ST. | LEOMINSTER | MA |
| 140 | 12/5/2002 | RIVARD | NICK | CLAREMONT FLOCK CORP. | 107 SCOTT DR | LEOMINSTER | MA |
| 141 | 12/5/2002 | SPIESS | JASON | ARTHUR BLANK & CO | 225 RIVERMOOR ST. | WEST ROXBURY | MA |
| 142 | 12/5/2002 | TOVSTUKHA | ANDREY | ARC @SEMASS | 442 CENTER ST. | BRIDGEWATER | MA |
| 143 | 12/5/2002 | McMAHON | ROBERT | CARNEY HOSPITAL | 2100 DORCHESTER AVE | DORCHESTER | MA |
| 144 | 12/5/2002 | MOLINEAUX | JOHN | NSTAR | ONE NSTAR WAY | WESTWOOD | MA |

Attendance

| Zip Code | Attended Level 1 | Attended Level 2 |
|----------|---------------------|---------------------|
| 02324 | TRUE | FALSE |
| 01843 | TRUE | FALSE |
| 01028 | TRUE | FALSE |
| 01653 | TRUE | FALSE |
| 01653 | TRUE | FALSE |
| 20688 | TRUE | FALSE |
| 06472 | TRUE | FALSE |
| 01970 | TRUE | FALSE |
| 01028 | TRUE | FALSE |
| 02420 | TRUE | FALSE |
| 02124 | TRUE | FALSE |
| 02127 | TRUE | FALSE |
| 02745 | TRUE | FALSE |
| 02476 | TRUE | FALSE |
| 02744 | TRUE | FALSE |
| 02745 | TRUE | FALSE |
| 02143 | TRUE | FALSE |
| 01748 | TRUE | FALSE |
| 02127 | TRUE | FALSE |
| 02420 | TRUE | FALSE |
| 01432 | TRUE | FALSE |
| 02745 | TRUE | FALSE |
| H4R-2E9 | TRUE | FALSE |
| 02703 | TRUE | FALSE |
| 02745 | TRUE | FALSE |
| H4R-2E9 | TRUE | FALSE |
| 02124 | TRUE | FALSE |
| 02355 | TRUE | FALSE |
| 02368 | TRUE | FALSE |
| 01432 | TRUE | FALSE |
| 01432 | TRUE | FALSE |
| 02190 | TRUE | FALSE |
| 01001 | TRUE | FALSE |
| 21219 | TRUE | FALSE |
| 01810 | TRUE | FALSE |

Attendance

| | | |
|-------|-------|-------|
| 01001 | FALSE | FALSE |
| 01001 | TRUE | FALSE |
| 01002 | TRUE | FALSE |
| 01090 | TRUE | FALSE |
| 01432 | TRUE | FALSE |
| 01002 | TRUE | FALSE |
| 01002 | TRUE | FALSE |
| 01810 | TRUE | FALSE |
| 01001 | TRUE | FALSE |
| 01001 | TRUE | FALSE |
| 01101 | TRUE | FALSE |
| 01104 | TRUE | FALSE |
| 01028 | FALSE | FALSE |
| 01540 | TRUE | FALSE |
| | TRUE | FALSE |
| 11704 | FALSE | TRUE |
| 02302 | FALSE | TRUE |
| 01432 | FALSE | TRUE |
| 01432 | FALSE | TRUE |
| 01432 | FALSE | TRUE |
| 11704 | FALSE | TRUE |
| 06074 | FALSE | TRUE |
| 01532 | FALSE | TRUE |
| 01569 | FALSE | TRUE |
| 02724 | FALSE | TRUE |
| 01569 | FALSE | TRUE |
| | FALSE | TRUE |
| | FALSE | TRUE |
| | FALSE | TRUE |
| | FALSE | TRUE |
| 01532 | FALSE | TRUE |
| 05472 | FALSE | TRUE |
| 02724 | FALSE | TRUE |
| 01760 | FALSE | TRUE |

20 Level 2
AIRMASTER

Attendance

level 2

| | | |
|-----------|-------|-------|
| 06457 | TRUE | FALSE |
| 02703 | FALSE | TRUE |
| 02110-210 | FALSE | TRUE |
| 02343 | FALSE | TRUE |
| 02726 | FALSE | TRUE |
| 01980 98C | FALSE | TRUE |
| 02838 | FALSE | TRUE |
| 01757 | FALSE | TRUE |
| 02895 | FALSE | TRUE |
| 01432 | FALSE | TRUE |
| 02861 | FALSE | TRUE |
| 01757 | FALSE | TRUE |
| 02861 | FALSE | TRUE |
| 02134 | FALSE | TRUE |
| 02861 | FALSE | TRUE |
| 01810 | FALSE | TRUE |
| 01876 | FALSE | TRUE |
| 02110-210 | FALSE | TRUE |
| 02111 | FALSE | TRUE |
| 01588 | FALSE | TRUE |
| 02188 | FALSE | TRUE |
| 01581 | FALSE | TRUE |
| 02715 | FALSE | TRUE |
| 02720 | FALSE | TRUE |
| 01028 | FALSE | TRUE |
| 02760 | FALSE | TRUE |
| 02760 | FALSE | TRUE |
| 02111 | FALSE | TRUE |
| 02116 | FALSE | TRUE |
| 02324 | FALSE | TRUE |
| 01532 | FALSE | TRUE |
| 02324 | FALSE | TRUE |
| 01810 | FALSE | TRUE |
| 02090 | FALSE | TRUE |
| 01701 | FALSE | TRUE |

Attendance

| | | |
|-------|-------|-------|
| 02915 | TRUE | FALSE |
| 02818 | TRUE | FALSE |
| 02134 | TRUE | FALSE |
| 01028 | TRUE | FALSE |
| 01028 | TRUE | FALSE |
| 01701 | TRUE | FALSE |
| 01754 | TRUE | FALSE |
| 02747 | TRUE | FALSE |
| 03244 | TRUE | FALSE |
| 02355 | FALSE | FALSE |
| 01801 | FALSE | FALSE |
| 02090 | TRUE | FALSE |
| 02090 | TRUE | FALSE |
| 02132 | TRUE | FALSE |
| 01440 | TRUE | FALSE |
| 02090 | TRUE | FALSE |
| 01453 | TRUE | FALSE |
| 01453 | TRUE | FALSE |
| 02370 | TRUE | FALSE |
| 01760 | TRUE | FALSE |
| 01701 | TRUE | FALSE |
| 02375 | TRUE | FALSE |
| 02375 | TRUE | FALSE |
| 02122 | TRUE | FALSE |
| 01453 | TRUE | FALSE |
| 02090 | TRUE | FALSE |
| 02370 | TRUE | FALSE |
| 02090 | TRUE | FALSE |
| 01776 | TRUE | FALSE |
| 01453 | TRUE | FALSE |
| 01453 | TRUE | FALSE |
| 02132 | TRUE | FALSE |
| 02324 | TRUE | FALSE |
| 02122 | TRUE | FALSE |
| 02090 | TRUE | FALSE |

Compressed AIR
1999-2002

| CAC Training Sessions | | | | | | | | | | Total | Primary Host Co-host(s) | Comments |
|-----------------------|-------|-----------|-------|--------------|--------------|--------------|--|--|--------------------------|-------|----------------------------|----------|
| City | State | Date | Total | Instructor 1 | Instructor 2 | Instructor 3 | | | | | | |
| Chicago | IL | 18-Feb-99 | 48 | Ghislain | Shafer | | | | PILOT | | | |
| Las Vegas | NV | 22-Feb-99 | 36 | Beals | Moskowitz | | | | PILOT | | | |
| Dallas | TX | 1-Mar-99 | 27 | Moskowitz | Sutter | | | | PILOT | | | |
| Newark | NJ | 8-Mar-99 | 40 | Scales | Taranto | | | | PILOT | | | |
| Worcester | MA | 14-Apr-99 | 35 | Kemp | Beals | | | | NEEA | | | |
| St. Louis | MO | 15-Apr-99 | 16 | Van Ormer | McCulloch | | | | State of IL | | | |
| Chicago 1 | IL | 20-Apr-99 | 49 | Ghislain | Taranto | | | | State of IL | | | |
| Chicago 2 | IL | 21-Apr-99 | 24 | Ghislain | Taranto | | | | State of IL | | | |
| Minneapolis | MN | 28-Apr-99 | 53 | Moskowitz | Shafer | | | | Northern States Power | | | |
| Manitowoc | WI | 29-Apr-99 | 39 | Byrd | Yarnall | Van Ormer | | | ECW | | | |
| Denver | CO | 6-May-99 | 18 | Kemp | Beals | | | | DOE | | | |
| Providence | RI | 11-May-99 | 56 | Taranto | Sutter | | | | EUA | | | |
| Eau Clair | WI | 11-May-99 | 38 | Smith | Shafer | | | | ECW | | | |
| Allentown | PA | 12-May-99 | 22 | Van Ormer | McCulloch | | | | DOE | | | |
| Boise | ID | 18-May-99 | 28 | Mowris | Wheeler | Yarnall | | | NEEA | | | |
| Buffalo | NY | 18-May-99 | 31 | Scales | McCulloch | | | | NYSERDA | | | |
| Green Bay | WI | 18-May-99 | 38 | Ghislain | Shafer | | | | ECW | | | |
| Baltimore | MD | 21-May-99 | 37 | Kemp | Scales | | | | DOE | | | |
| Janesville | WI | 24-May-99 | 34 | Terrell | Swedeen | Frank | | | ECW | | | |
| Madison | WI | 25-May-99 | 48 | Wilson | Harrell | Moskowitz | | | ECW | | | |
| Hartford | CT | 26-May-99 | 47 | Shafer | Ghislain | | | | Honeywell | | | |
| Newark 2 | NJ | 26-May-99 | 28 | Scales | Taranto | | | | | | | |
| Woodbridge | NJ | 26-May-99 | 31 | Taranto | Scales | | | | PSEG | | | |
| Portland | OR | 26-May-99 | 37 | Wheeler | Yarnall | | | | NEEA | | | |
| Missoula | MT | 2-Jun-99 | 28 | Yarnall | Wheeler | | | | NEEA | | | |
| Detroit | MI | 3-Jun-99 | 38 | Byrd | Shafer | | | | DOE | | | |
| Boston | MA | 4-Jun-99 | 45 | Kemp | Beals | | | | NEES | | | |
| Philadelphia | PA | 4-Jun-99 | 14 | McCulloch | Taranto | | | | DOE | | | |
| Cedar Rapids | IA | 7-Jun-99 | 39 | Kemp | Van Ormer | | | | IEC | | | |
| Des Moines | IA | 8-Jun-99 | 38 | Van Ormer | Kemp | | | | IEC | | | |
| Pittsburgh | PA | 8-Jun-99 | 24 | Taranto | Shaw | Ehrlich | | | DOE | | | |
| Syracuse | NY | 9-Jun-99 | 33 | Shafer | Smith | | | | Honeywell | | | |
| Seattle | WA | 9-Jun-99 | 38 | Yarnall | Wheeler | | | | NEEA | | | |
| Milwaukee | WI | 9-Jun-99 | 49 | Moskowitz | Kemp | | | | ECW | | | |
| San Diego | CA | 11-Jun-99 | 85 | Lenti | Kemp | Moskowitz | | | DOE | | | |
| New York | NY | 11-Jun-99 | 27 | Harrell | Scales | | | | NYSERDA | | | |
| Richmond | VA | 11-Jun-99 | 19 | Lucey | Moskowitz | Matson | | | DOE | | | |
| San Antonio | TX | 14-Jun-99 | 15 | Taranto | | | | | DOE | | | |

| | | | | | | | | | |
|----------------|----|-----------|----|-----------|-----------|--|---------|---------------------|-----------------|
| Spokane | WA | 18-Jun-99 | 34 | Yarnall | Wheeler | | | NEEA | |
| Tampa | FL | 22-Jun-99 | 18 | Kemp | McCulloch | | | DOE | |
| Northboro | MA | 25-Jun-99 | 47 | Taranto | | | | NEES Companies | |
| Jacksonville | FL | 29-Jun-99 | 24 | Kemp | McCulloch | | | CAGI | |
| Sacramento | CA | 21-Jul-99 | 26 | Moskowitz | Yarnall | | | SMUD | |
| Houston | TX | 18-Aug-99 | 39 | Scales | Terrell | | | Pinnacle Industries | |
| Atlanta | GA | 10-Sep-99 | 54 | Kemp | Lenti | | | PILOT | |
| Cincinnati | OH | 14-Sep-99 | 37 | Sutter | Lenti | | Mallard | Duke Solutions | |
| Indianapolis | IN | 16-Sep-99 | 28 | Sutter | Lenti | | Mallard | Duke Solutions | |
| Oakland | CA | 20-Sep-99 | 27 | Sutter | Lenti | | Mallard | Duke Solutions | |
| Charlotte | NC | 24-Sep-99 | 26 | Sutter | Lenti | | Mallard | Duke Solutions | |
| Knoxville | TN | 23-Sep-99 | 21 | Lenti | Taranto | | | DOE | |
| Sioux City | IA | 28-Sep-99 | 26 | Van Ormer | Kemp | | | IEC | |
| Charlotte 2 | NC | 11-Oct-99 | 29 | Moskowitz | Ehrlich | | | Electricities | |
| Mansfield | MA | 14-Oct-99 | 36 | Taranto | Van Ormer | | | NEES Companies | |
| Waltham | MA | 28-Oct-99 | 23 | Kemp | Shaw | | | Boston Edison | |
| Eugene | OR | 17-Nov-99 | 30 | Yarnall | Beals | | | NEEA | |
| Dedham | MA | 18-Nov-99 | 37 | Kemp | Ambrosino | | | Boston Edison | |
| Wausau | WI | 20-Jan-00 | 22 | Terrell | Shafer | | | ECW | |
| Superior | WI | 21-Jan-00 | 33 | Terrell | Shafer | | | ECW | |
| Milwaukee 2 | WI | 24-Jan-00 | 38 | Taranto | Wilson | | | ECW | |
| Oshkosh | WI | 25-Jan-00 | 64 | Moskowitz | Uhrich | | | ECW | |
| Dallas | TX | 10-Feb-00 | 59 | Shafer | Moskowitz | | | | |
| Salt Lake City | UT | 9-Mar-00 | 23 | Yarnall | Beals | | | NEEA | |
| Minneapolis | MN | 6-Apr-00 | 33 | Moskowitz | Ehrlich | | | ECW | |
| Northampton | MA | 19-Apr-00 | 37 | Kemp | Shaw | | | NE Utilities | |
| Brookfield | WI | 15-May-00 | | Shafer | Van Ormer | | | ECW/Advanced | |
| Green Bay | WI | 23-May-00 | | Ghislain | Taranto | | | ECW/Advanced | |
| Missoula | MT | 1-Jun-00 | 15 | Wheeler | | | | NWEEA | |
| Waltham | MA | 7-Jun-00 | 37 | Shaw | Kemp | | | NE utilities | |
| Berlin | VT | 13-Jun-00 | 51 | Van Ormer | Shaw | | | | |
| Spokane | WA | 15-Jun-00 | 24 | Wheeler | Yarnall | | | NWEEA | |
| Portland | OR | 20-Jun-00 | 28 | Wheeler | Yarnall | | | NWEEA | |
| Medford | OR | 22-Jun-00 | 15 | Wheeler | | | | NWEEA | |
| Seattle | WA | 28-Jun-00 | 29 | Wheeler | | | | NWEEA | |
| Morristown | NJ | 17-Aug-00 | 24 | Ambrosino | Lucey | | | | |
| Sacramento | CA | 11-Sep-00 | | Kemp | Moskowitz | | | Advanced | |
| Bend | OR | 12-Sep-00 | 27 | Yarnall | | | | NWEEA | |
| Mansfield | MA | 14-Sep-00 | 42 | Ehrlich | Taranto | | | NE Utilities | |
| Eatonville | NJ | 14-Sep-00 | 23 | Ambrosino | Lucey | | | GPU Energy | |
| San Francisco | CA | 27-Sep-00 | 40 | Yarnall | Kemp | | | CDA | Fund & Advanced |
| Boise | ID | 27-Sep-00 | 22 | Wheeler | Yarnall | | | Idaho Power | |

34

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|----------------|----|-----------|-----|-----------|-----------|--|--------------------------------|-----------------|-----|--|
| Wakefield | MA | 3-Oct-00 | 51 | Taranto | Van Ormer | | NSTAR | | | |
| Denver | CO | 11-Oct-00 | 49 | Taranto | Moskowitz | | CDA | Fund & Advanced | 49 | |
| Longview | WA | 11-Oct-00 | 17 | Yarnall | | | NWEEA | | | |
| Louisville | KY | 18-Oct-00 | 63 | Shafer | McCulloch | | CDA | Fund & Advanced | 63 | |
| Northboro | MA | 18-Oct-00 | 24 | Van Ormer | Kemp | | Natl Grid | Advanced | 24 | |
| Baltimore | MD | 19-Oct-00 | 60 | Ghislain | Yarnall | | CDA | Fund & Advanced | 60 | |
| Northampton | MA | 26-Oct-00 | 25 | Kemp | Shaw | | Ngrid | | | |
| Rock Hill | SC | 27-Oct-00 | 16 | Lenti | | | St. of SC | | | |
| Wakefield | MA | 30-Oct-00 | 21 | Shaw | Kemp | | Ngrid | | | |
| St. Louis | MO | 30-Oct-00 | 61 | Taranto | Yarnall | | CDA | Fund & Advanced | 61 | |
| Chicago | IL | 1-Nov-00 | 92 | Moskowitz | Taranto | | CDA | Fund & Advanced | 92 | |
| Boston | MA | 1-Nov-00 | 46 | Shafer | Ghislain | | CDA | Fund & Advanced | 46 | |
| Atlanta | GA | 5-Nov-00 | 109 | Shafer | Kemp | | CDA | Fund & Advanced | 109 | |
| Newark | NJ | 15-Nov-00 | 44 | Scales | McCulloch | | CDA | Fund & Advanced | 44 | |
| Boston | MA | 6-Dec-00 | 31 | Ambrosino | Shaw | | NSTAR | | | |
| Milwaukee | WI | 6-Dec-00 | 82 | Kemp | Taranto | | CDA | Fund & Advanced | 82 | |
| Greenville | NC | 15-Dec-00 | 14 | Harrell | Ehrlich | | Electricities | | | |
| Mansfield | MA | 16-Jan-01 | | Moskowitz | Kemp | | NSTAR | Advanced | 20 | |
| Waltham | MA | 20-Jan-01 | 16 | Ambrosino | Shaw | | NU | | | |
| Mansfield | MA | 28-Mar-01 | 44 | Ambrosino | Shaw | | Grid, NSTAR, Energy Machinery | | | |
| Lenox | MA | 18-Apr-01 | 16 | Shaw | Ambrosino | | NGrid, WMECO, Energy Mach | | | |
| Cedar Rapids | IA | 8-May-01 | 28 | Taranto | Kemp | | Iowa E Center/DOE | Advanced | 23 | |
| Ames | IA | 9-May-01 | | Taranto | Kemp | | Iowa E Center/DOE | Advanced | | |
| Portland | OR | 14-May-01 | 14 | Yarnall | | | NWEEA/NWEEI | | | |
| Waltham | MA | 15-May-01 | | Shaw | Kemp | | NGrid, WMECO, Energy Mach. | Advanced | 19 | |
| Ames | IA | 22-May-01 | 21 | McCulloch | Shafer | | Iowa E Center/DOE | Advanced | | |
| Cedar Rapids | IA | 23-May-01 | | McCulloch | Shafer | | Iowa E Center/DOE | Advanced | 21 | |
| Oak Brook | IL | 31-May-01 | 33 | Taranto | | | St. of Illinois | | | |
| Bedford | MA | 14-Jun-01 | 32 | Ambrosino | Shaw | | Ngrid, NSTAR, Energy Machinery | | | |
| Northboro | MA | 12-Sep-01 | 14 | Shaw | Ambrosino | | Ngrid, NSTAR, Energy Machinery | | | |
| Mansfield | MA | 13-Sep-01 | 30 | Shaw | Ambrosino | | Ngrid, NSTAR, Energy Machinery | | | |
| Boston | MA | 3-Oct-01 | | Kemp | Shaw | | Ngrid, NSTAR | Advanced | 12 | |
| Minneapolis | MN | 16-Oct-01 | 16 | Moskowitz | | | Xcel Energy, ECW | | | |
| Eau Claire | WI | 17-Oct-01 | 11 | Moskowitz | | | Xcel Energy, ECW | | | |
| W. Springfield | MA | 17-Oct-01 | | Kemp | Shaw | | Ngrid, Northeast Utilities | Advanced | 29 | |
| Westwood | MA | 4-Dec-01 | 18 | Kemp | | | NSTAR | | | |
| Northboro | MA | 5-Dec-01 | | Kemp | Shaw | | Ngrid, Northeast Utilities | Advanced | 8 | |
| Madison | WI | 6-Dec-01 | | Moskowitz | | | ECW, MG&E | Advanced | 13 | |
| Green Bay | WI | 24-Jan-02 | | Moskowitz | | | ECW, Wisc. Focus on Energy | Advanced | 16 | |
| Rochester | NY | 5-Mar-02 | 21 | Van Ormer | Kemp | | NYSERDA | | | |
| Albany | NY | 6-Mar-02 | | Kemp | Shaw | | NYSERDA | Advanced | 12 | |
| Westwood | MA | 28-Mar-02 | 42 | Kemp | Shaw | | NSTAR, Ngrid | | | |

Training Summary.xls4/17/20032:10 PM

EFFICIENT PROGRAM DELIVERY
Status - December 31, 2002

| Residential (Excl. Low-Income) | Annual kWh To-Date | Wghted Avg Lifetime | Lifetime kWh To-Date | Expenses To- Date | Lifetime kWh per \$ spent |
|--|-------------------------------|--------------------------------|---------------------------------|------------------------------|--------------------------------------|
| Energy Star Homes Program | - | 23 | - | \$ 74,997 | |
| Energy Star Appliances | 8,748 | 15 | 131,220 | \$ 48,823 | |
| Energy Star Lighting | 545,150 | 10 | 5,451,500 | \$ 113,139 | |
| Residential Efficiency / RCS Pilot | 57,883 | 11 | 636,713 | \$ 92,110 | |
| Residential Energy Star Trade-In | 82,253 | 15 | 1,233,795 | \$ 39,454 | |
| Res R&D | - | - | - | \$ - | |
| Web Development | - | - | - | \$ 24,379 | |
| Average Residential | 694,034 | 11 | 7,453,228 | \$ 392,902 | 18.97 |

| Commercial & Industrial | Annual kWh To-Date | Wghted Avg Lifetime | Lifetime kWh To-Date | Expenses To- Date | Lifetime kWh per \$ spent |
|------------------------------------|-------------------------------|--------------------------------|---------------------------------|------------------------------|--------------------------------------|
| Sm Commercial & Industrial | 167,772 | 15 | 2,516,580 | \$ 83,800 | |
| Comprehensive Efficiency | 1,713,051 | 14 | 23,982,714 | \$ 382,118 | |
| C&I R&D - All | - | - | - | \$ 512 | |
| DLC | - | - | - | \$ 28,574 | |
| Motors | - | - | - | \$ 35,274 | |
| HVAC | - | - | - | \$ 31,657 | |
| Comp Air | - | - | - | \$ 333 | |
| O&M Training | - | - | - | \$ 26,476 | |
| Average C&I | 1,880,823 | 14 | 26,499,294 | \$ 588,744 | 45.01 |

1. Calculated as actual lifetime kWh saved per dollar spent vs. Planned lifetime kWh saved per dollar spent.
2. "Dollars Spent" includes: Program Design, Administration, Marketing, M&E, Rebates and 3rd Pty Audits.
Does not include performance incentives.

Savings at meter (before loss adjustments)

- a. Total Residential (excl Low Income) - \$425K